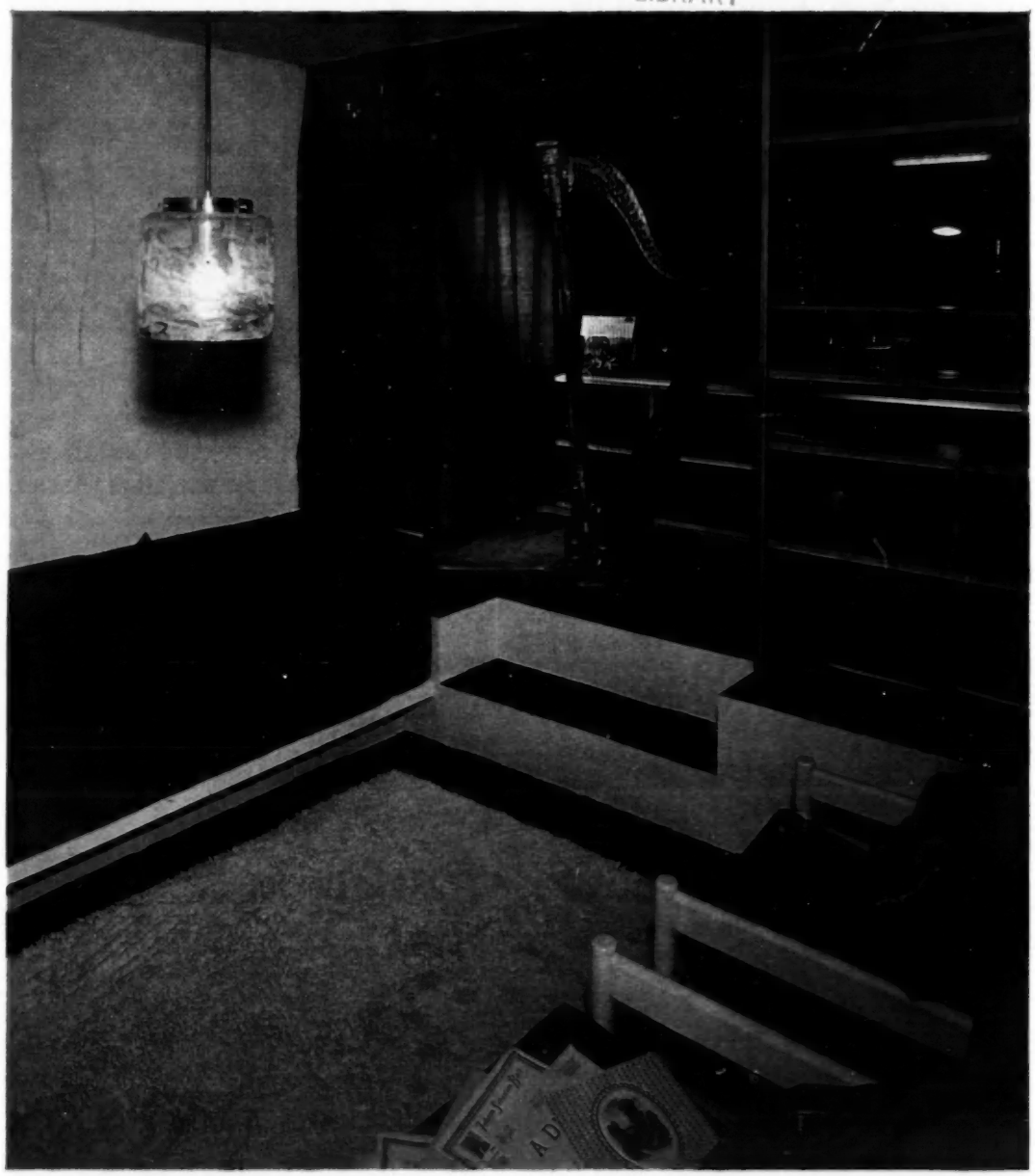
Board of Trade Journal

Volume 196, No. 3759 Published by Her Majesty's Stationery Office 4th April 1969

SLOUGH COLLEGE OF TECHNOLOGY
LIBRARY



2s. 0d. net

Your Australian market is now only 20ft. away

That's precisely the length of an ACT Container. 20 feet.

If you trade between the U.K. and Australia prove how near Australia really is and how simple the movement of goods has become. Pick up the telephone, dial our Head Office, or your nearest regional office (addresses below) and we'll tell you about ACT Container through-transport of goods to Australia. You gain a lot!

Speed
Door-to-door in very much less time than a conventional cargo service could ever offer. Save weeks!

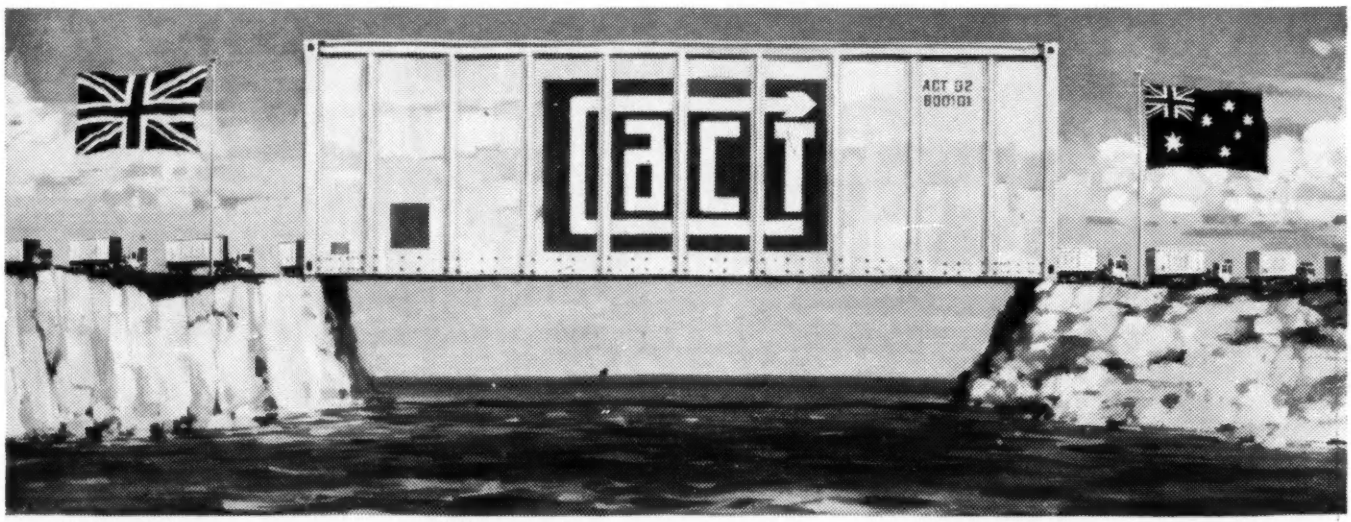
Simplicity
For a full Container load we deliver to your factory, you load and we take away and deliver to your customer in Australia. A part load we will collect from you, or you can deliver to the nearby Containerbase. As simple as that – and the paperwork is reduced practically to NIL.

Reliability
Computer control of every phase of movement. Computer tapes flown out ahead of your shipment, gives your consignee exact time of arrival. You can depend on it.

Safety and Security
Using the latest materials handling techniques, your goods still have to move twenty feet, but they are handled twice only; once into the container and once out: there is little risk of damage.
Container transport stops pilfering. ACT experts will advise on packing, security and economy.

Immediacy
Now. Right now, you can make arrangements for ACT's container service to Australia.
Take the first steps towards your first reduction in total distribution costs for years. Step towards ACT.

Associated Container Transportation (Australia) Ltd
14, Fenchurch Avenue, London E.C.3.
Telephone 01-481 8361.



N. W. Region
Barton Dock Road, Urmston, Manchester. Tel: 061-748 9121

Liverpool
On a restricted basis only.
Tel: 061-748 9121

Midland Region
College Road, Perry Barr, Birmingham 22B.
Tel: 021-356 7531

London Region
To be announced. *All enquiries to Cunard House, Leadenhall Street, EC3. Tel: 01-283 1270.*

N. E. Region
Wakefield Road, Stourton, Leeds, 10.
Tel: 0532 74026

Scottish Region
Gartsherrie Road, Gartsherrie, Coatbridge, Lanarkshire. Tel: 0236 22414

Board of Trade Journal

VOLUME 196. NO. 3759. PAGES 961–1028. 4 APRIL 1969.
PRICE 2*s.* 0*d.* NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s.* 6*d.*

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. 01-222 7877.

Central America – a neglected area? 963
Textile Council's report on the cotton industry 966
Textile Council appointments 969
Wool textile industry marketing study report to be published on May 30 969
Hosiery and knitwear EDC meet industry 969
Proposals for scope of the Clothing and Allied Products Industry Training Board 969
Hearing Aid Council 969
Consideration of mergers by the BoT 969
Imports of coffee 970
Application for import duty on tantalum 970
Applications for temporary exemption from import duty . . . 970
New colours for flexible cords on electrical appliances . . . 970
BNEC leaflet on trade missions 970
Rumanian trade mission visits Birmingham 971
Musical instruments mission to Latin America 971
Britons spent £890 millions on holidays last year 971
ECGD backs £2 8 million bulk carrier contracts for Panama . . 971
Mintech sets up inquiry on corrosion 971
Decimal Board newsletter circulation now over 200,000 . . . 971
Consultants to advise on marketing of home grown timber . . 971
Satisfying progress on Scotland's industrial estates 973
Annual report of Welsh development corporation 974
New industry for upper Swansea Valley. 974
Aviation and Shipping
Air Corporations: board appointments 975
Re-appointments to the Scottish Advisory Committee of Civil Aviation 975
Third London Airport: report on Nuthampstead 975
BOAC pilots' strike 975
New Controller for National Air Traffic Control Services . . 975
Hurn Airport, Bournemouth — transfer of ownership 975
Life-saving appliances for small passenger vessels 975
Parliamentary Answers 976
Parliamentary Answers on aviation and shipping 977
New Books 979
Government surplus sales by auction 980

STATISTICS
The economy selected indicators 982
Industry's capital expenditure in the fourth quarter of 1968 . . 983
Industry's stocks in the fourth quarter of 1968 987
Retail sales in February 992
Retailers' stocks in February 992
Hire purchase and other instalment credit business in February . 996
Registrations of British and foreign films 999
British Film Fund Agency returns. 1000
Business Monitor 1000
Analysis of man-made fibre production in 1968 1000

EXHIBITIONS AND FAIRS
New shell structure for British Pavilion at Tehran Fair . . . 1001
First joint venture at Amsterdam boating and camping show . . 1001
100 UK companies will show at Auckland Trade Fair 1001
'British Market' stands will promote consumer goods sales in Italy . 1002
'Impressive British effort' at Geneva Motor Show 1002
Eleven British exhibitors at Paris fur salon 1002
British store promotion in Nancy 1002
Annual British Motor show in Vancouver attracts 57,000 . . 1002
BOT support spearheads trade drives in Germany and Sweden . 1003
British equipment at Paris agricultural show impresses buyers . . 1003
New date for Smithfield show 1003
Separate hall for British textiles at Frankfurt Interstoff . . . 1003
Changes in the programme of Trade Promotions 1005

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
UK aid to developing countries. Bolivia and Spain. France and Switzerland. France and Albania. France and Sweden . . . 1010
Opportunities for exporters – Calls for tender. 1012
Opportunities for exporters – Agency inquiries, market reports, etc. . 1014
Export Tours 1017
Export Orders 1018

TARIFF, CUSTOMS AND IMPORT REGULATIONS
Australia: Tariff Board inquiry on generators 1025
Ceylon: Import control 1023
Denmark: Internal taxes 1021
European Communities: Common agricultural policy. Rules of competition. Classification, packing and labelling of dangerous substances. Common customs tariff in EEC 1020
France: Global quotas for imports 1021
Malaysia: Import control 1025
Peru: Continuation of import ban. 1025
Singapore: Import control 1025
South Africa, Republic of: Customs tariff changes 1022
Spain: Import regulations. Tariff modification correction by Spanish authorities 1021
United States: Motor vehicle safety standards. 1028
Uruguay: Exchange regulations. Prior deposits 1027
Venezula: Import licensing restrictions and Customs tariff amendments. Express letters for Caracas 1027
Subscriptions, advertisements reprints, ... 961
INDEX TO STATISTICS 1028

Front cover photograph

'Whistle Stop Tour' is a major exhibition of new British furnishing fabrics presented by the Textile Council Colour Design and Style Centre *are* shown as a special feature at the Daily Mail Ideal Home Exhibition which closed last Saturday (March 29). Trade buyers, including architects, interior designers, purchasing officers, retail store buyers and overseas buyers were invited to the exhibition, which was officially opened at Celanese House, London, by Mr. Howell Leadbeater, Controller of Supplies, Ministry of Public Building and Works, on February 3. The theme of the exhibition emphasizes the world-wide markets now open to British furnishings. Nine room settings present a Whistle Stop Tour of international interiors designed to show how British fabrics can lend excitement and interest to any kind of room, contract or domestic, at home or abroad. In addition there is a display of over 200 furnishing and upholstery fabrics selected from the new ranges of more than 50 British fabric houses.

The fabric display, without the room settings, will be seen at the International Contract Furnishing Exhibition at Olympia from May 13 to 16.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS.

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

© Crown Copyright 1969

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876, Ext. 6147.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Which International Bank has the most offices in Central America?

BANK OF LONDON & MONTREAL LIMITED! Twenty-three in fact, in Guatemala, El Salvador, Honduras, Nicaragua and Panama. We are also established in the Bahamas, Colombia, Ecuador, Jamaica and Trinidad. In all we have forty-seven offices in Latin America and the Caribbean providing a complete domestic and international banking service to correspondent banks, corporations and individuals.

Bank of London & Montreal Limited

Head Office: Nassau, Bahamas
Postal Address - P.O. Box 1262. Telephone - 2-8711. Telex - NS 107

London Correspondents: Bank of London & South America Ltd., Bank of Montreal, Barclays Bank D.C.O.

Central America — a neglected area?

By B. C. A. Cook, CMG, OBE, First Secretary, (Regional Affairs), based at San Salvador

TO BRITISH EXPORTERS the words 'Latin America' are apt to mean the huge Republics of South America or perhaps Mexico. Not a great deal of attention has been paid to the five Central American countries which lie between Mexico and Panama. Individually small, together they rank fifth among markets in Latin America, and their phenomenal commercial growth since the Central American Common Market (CACM) idea got under way in 1960 has given them an importance quite out of proportion to their size and population of 14 million. This region, with ports on the Pacific as well as on the Caribbean, has a wide variety of scenery, ranging from the temperate to the tropical; it contains many mineral deposits as yet unexploited (though nickel, iron, alumina and sulphur are in course of development) and has fine forests, and a world-famous specialist agriculture producing coffee and bananas, together with newer ventures such as cotton, rice and beef cattle. Against this background the five countries have combined to form the Central American Common Market, which has provided their peoples with a wide range of goods produced within the region and has revitalized the area and brought it closer in thought to the rest of the world. Are we in Britain playing the part which we could play here as salesmen, consultants and engineers?

Britain's modest share in this market

In 1966 Central America imported goods from outside the area to the value of $755 million, but Britain's share of this market was an undistinguished 4.9 per cent compared with 48 per cent for the United States, 9.8 per cent for Germany and 9 per cent for Japan. The 1967 percentages are not likely to have varied much, though the total rose to $844 million. The objects of the present article are, first, to suggest how the United Kingdom percentage can be increased, and secondly to consider other ways in which Britain can share in the advantages which CACM has brought to the industrialists of the region.

Vast expansion in internal trade in CACM

CACM and its institutions were fully described in an article in the *Board of Trade Journal* of July 1, 1966. Its principal offices are the following: the Organization of Central American States (ODECA) in San Salvador, which, besides being the ceremonial headquarters; organizes conferences on educational, cultural and labour matters and provides the secretariat for meetings of Presidents and Foreign Ministers; the Economic Secretariat (SIECA) which provides the secretariat for meetings of Economic Ministers and their deputies to discuss CACM matters; and the Central American Bank for Economic Integration (CABEI), in Tegucigalpa, Honduras, which has a capital equal to $60 million and helps to finance industrial development and regional infrastructure projects.

Changes in the import structure

Exporters who are new to this market are likely to be disappointed if they fail to notice the changes in the make-up of imports in the last 15 years. In 1953 nearly 43 per cent by value of the region's imports consisted of consumer goods; by 1966 the percentage had gone down to under 29, and it must have fallen further since then. New industries which, encouraged by generous industrial incentives and high protection tariffs, have sprung up all over the region, have taken over supplying most of the goods which used to form part of the traditional imports to this area. Recent legislation imposing surcharges on the duties on non-essential imports will further discourage imports of consumer goods and stimulate local manufacture. Basic raw materials are in short supply in Central America and will have to be imported for many years to come. There is a rapidly-growing market for these and for machinery, including semi-manufactured items for assembly. Indeed the only limit appears to be the region's capacity to earn foreign exchange and to attract capital from abroad. Here it is worth noting that there has been virtually no falling-off in the rate of investment from abroad, which is thought, in recent years, to have run at a rate of $50 million annually, and that the five Governments are not passively hoping for an improvement in the world prices of their traditional exports; they are searching for openings for new products which they can sell to the rest of the world.

Development of the region

It would be quite wrong to think of Central America as having been until recently a region largely populated by indigenous tribes living outside a money economy; true, the tourist can still find these in the remoter parts, but much of the region now supports a flourishing agriculture carried out by reasonably modern methods (most of the tractors being British) and linked by a constantly-developing road system to a network of towns where over six thousand factories, great and small, supply most of the people's needs. Cars and trucks (including some British ranges) are assembled here. The young men carry transistors assembled in the area, and their lady friends make up with internationally-known cosmetics made here under licence or by subsidiaries of overseas firms.

A Central American Exhibition is held every second year in San Salvador; the last one attracted exhibits from 23 foreign countries, and these and a wide range of local goods were seen by about 600,000 visitors. Total sales, cash and credit, of foreign goods were estimated at over 6 million dollars.

(Continued on next page)

LACSA International Airlines' BAC One-Eleven has a range of 1,700 *statute miles with* 74 *passengers and cruises at up to* 550 *m.p.h. – more than nine miles per minute.*

CENTRAL AMERICA, *continued*

Each of the five countries has an airport of international standard, and most local airlines have British jet aircraft. The Pan-American Highway links the whole region, and additional feeder road programmes are either in hand or being planned. Modern port facilities exist and are being expanded or improved. Tenders are being considered for a Central American telecommunications system which is valued at $14-$16 million and when fully developed will cost $40 million. Unfortunately no British firm has bid for this. A network of silos to store the region's food surpluses is being built up. There are also many public works and irrigation projects being developed by individual governments, as many of these projects are financed with tied loans, British firms cannot expect to have the same opportunities as firms from the country in which the aid originates. There is however no reason why British industry, if assisted by active local agents, should not get a share of these contracts. A British firm in the south of the region has won an irrigation contract worth £2 million, but unless we show energy we may well be displaced by our competitors for the considerably greater irrigation projects that are planned there. Of the social welfare front, the population 'explosion', with an annual rise of more than 3.5 per cent means more money spent on hospitals and medical equipment. The problem of finance has been eased by the £3 million Line of Credit which British banks have opened with the Central American Bank for Economic Integration, the authority responsible for financing much of the industrial development and 'infrastructure' of the region. The arrangement is designed to cover exports of British capital goods which normally qualify for credit of five to seven years. Contracts placed under it must relate to viable projects. (Detailed information about the operation of the scheme is obtainable from Tennant Guaranty Ltd., 9 Harp Lane, Great Tower Street, London, E.C.3.)

Other sources of finance which are conspicuous in the region are United States AID, the Inter-American Bank, and the World Bank. The funds of the first are 'tied' and exclude participation by the United Kingdom, while those of the second do not for the moment permit further procurement in the United Kingdom; but the World Bank makes finance available on a fairly substantial scale for infrastructure projects, and these provide valuable potential business for British firms.

Private industry offers many opportunities

Apart from public and semi-public projects, private industry, which is often a buyer while governments are still in temporary difficulties, is constantly in the market for new factories and for extensions to existing plants. In this it is supported by a well-developed banking system and by a good supply of local labour. There is practically no limit to what United Kingdom suppliers can achieve if they pay attention to the market and make an effort to match the successes of the West Germans and the Japanese. Some idea of the volume of business available is given by the figure for Central American imports of raw materials and capital goods in 1967; this was US $492 million. We should do better than we are doing in the sale of chemicals, plastics, and electrical equipment. There is also a good demand for fishing boats for the important local shrimp industry.

Opportunities for United Kingdom firms to co-operate in joint enterprises may not be many, but they do exist, and some of them have been taken up with satisfactory results. Foreign investment is welcome in Central America; in the one country where the remittance of profits is limited the limits are regarded as generous; in the other four countries remittance of profits is unrestricted. Local manufacture in the region is still increasing, and to the extent that foreign firms take part in joint enterprises to assemble or manufacture their products (e.g. radios, television sets, refrigerators, record players and pharmaceuticals) each enterprise established without United Kingdom participation means that the corresponding United Kingdom industry is permanently deprived of the equivalent opportunity to set up such an enterprise itself, and as an exporter will in a short time find it impossible to compete with the product made in Central America.

Representation

Although the region is divided into five countries, each with its own laws, and although free trade only applies to regional products, it covers many types of assembling and converting industries which import their raw materials. Distances are short and communications are good, the economies and business structure of the countries do not differ greatly, and it would be perfectly possible to organize the supervision of representation and sales for the region from some central point, either on behalf of a single exporter or for a group of exporters. Many United States, Japanese and European firms already do this. The experience of all British posts in this region (whose co-operation in drafting this article is gratefully acknowledged) is that to sell efficiently there is no substitute for 'presence' in the customer's home country.

LIBRARY FOR THE SPANISH AND PORTUGUESE-SPEAKING COUNTRIES

Princess Alexandra emphasizes a point while talking with Senhor Sergio Correa da Costa, the Brazilian Ambassador in London, at Canning House, London headquarters of the Hispanic and Luso-Brazilian Councils, where Her Royal Highness recently opened a new £55,000 library, reading room and conference hall. With them are (left) the Nicaraguan Ambassador, Senor Don Marcel J. Ulvert Portocarrero and (right) Senhor Antonio Leite de Faria, the new Portuguese Ambassador. Founded 25 years ago to stimulate cultural and economic interest in the Spanish and Portuguese-speaking countries, Canning House now has some 35,000 books in its library.

BRITISH TEXTILE MACHINERY FOR CENTRAL AMERICA

A CS9-R texturizer supplied by Ernest Scragg & Sons Ltd., Macclesfield, in operation at a Guatemalan nylon fibre crimping mill. The raw material is also British (ICI Fibres Ltd.). Supervizing the operation is British technician Mr. Peter Birch of Macclesfield. Similar Scragg equipment has been supplied to three of the six texturizing mills in Central America, which are also customers for the British yarn.

HABLEMOS MAGAZINE can help you SELL to over a million families in the *Central American Common Market* and neighbouring countries.

HABLEMOS is the Spanish language weekend colour supplement distributed with leading newspapers in twelve Latin American countries. International and regional editions. High quality reproduction at low cost.

Write for free brochures!

Fill in and post the coupon below and our representatives will send you our HABLEMOS Market Brochures containing concise information on such subjects as population, foreign trade, currency, exchange and import controls, shipping regulations, samples, electric current, etc.

Hablemos MAGAZINE

Circulation in the CACM:	**214,000**
Total Caribbean Edition:	**583,000**
Mexican Edition:	**493,600**

European Representatives

JOSHUA B. POWERS LTD.

Tel. 01-580 6594

To: JOSHUA B. POWERS LTD.,
5 WINSLEY STREET, LONDON W.1.

Please send me Hablemos Market Brochures for the countries indicated

☐ COSTA RICA ☐ NICARAGUA ☐ PERU
☐ EL SALVADOR ☐ PANAMA ☐ PUERTO RICO
☐ GUATEMALA ☐ ECUADOR ☐ VENEZUELA
☐ HONDURAS ☐ DOMINICAN REP.

Name .....
Company .....
Address .....
.....
.....
.....

Textile Council's report on the cotton industry

THE TEXTILE COUNCIL'S report on it's study of the cotton and allied textiles industry was published on March 31. This report originated in a suggestion by the Board of Trade in June 1966 that the Textile Council (then the Cotton Board) should undertake a major study of the ways in which the efficiency and productivity of the industry could most rapidly be increased.

The Textile Council entrusted the overall direction of this work to an Executive Committee, which included representatives of both employers and trade unions in the industry, an independent economist and a Board of Trade assessor.

In addition to carrying out its own investigations the Executive Committee commissioned special surveys by the independent consultants and has drawn extensively on the knowledge and experience of experts from within the industry and outside it. The report, which embodies the results of all these studies, was accepted by the Textile Council at its meeting on February 4, 1969.

The concluding section of the Council's report is reproduced in full below:

General

603. The foregoing analysis points to the central conclusion that at no time during the past fifty years has the industry succeeded in coming to terms with its circumstances, and hence been able to get into a position where it feels in control of them. Only in the last few years has any important part of it begun to demonstrate that it can command events and shape policies in a positive way. For the rest, management has sought to adapt as best it could to external conditions that have often seemed inexplicable and unfair.

604. These external conditions and circumstances have themselves changed greatly during this long time, and will continue to do so. Rather than pursuing its quest for stability, the industry has to learn to live with change. Among more recent changes the blurring of the old divisions between different fibres and different processes, and the emergence of a new multi-fibre, multi-process textile industry poses what is perhaps the biggest challenge yet to traditional attitudes. But it also offers wide opportunities for the future for those who can perceive and exploit them. In making proposals and recommendations as to ways in which productivity in the spun yarn and woven cloth sector can be increased – and this is the limit of our terms of reference – it is constantly necessary to bear in mind that firms and employees always have the alternative of moving out of this sector altogether and into other forms of textile activity. Indeed, we are all agreed that the size of the sector under consideration will have to be greatly reduced in terms of capacity and employment if it is to become efficient and profitable in the 1970s, and we think it important that in considering the pros and cons of re-equipment the attention of management and labour be directed to the prospects for expansion in other parts of the industry.

605. Turning to specific problems, four main areas where action is required can be identified:

(a) structure and marketing arrangements
(b) excess capacity and re-equipment
(c) cost reduction
(d) imports.

The first three of these problem areas are all primarily the concern of management, but it is useful to distinguish them analytically as they require different kinds of action. The fourth, as we have seen, is to some extent a product of deficiencies in the first three. However, Government efforts to control imports, far-reaching though their implications for United Kingdom international commercial policy have been, have not succeeded in creating a climate of confidence in which the industry might have been expected to develop a positive strategy of its own. This is because the total market for the cotton and allied textiles sector has been contracting, and the share of imports has been rising even though the absolute volume of imports of cotton goods from low wage countries has been controlled. Restoration of confidence is important for the future, and for this reason we think it appropriate to make detailed proposals as to the kind of Government policy that could help to create confidence, believing that unless the industry feels that it has a future, it is unlikely to proceed with re-equipment and re-organization on the scale and with the speed we consider essential.

606. In what follows, we consider each of these four problem areas in turn, looking at the precise nature of the problems and putting forward some suggestions and proposals as to appropriate industrial and Government policies for tackling them. Inevitably, our proposals for management action have to be couched in general terms: the most we can do, in examining questions that are essentially the province of the management of individual firms, is to point to the strong desirability of certain courses of action.

Structure and marketing arrangements

607. The Shirley Institute found in their study that the firms with strong market links were on the whole the most profitable. This is not necessarily a question of size, though the larger firms in the industry have the power to integrate forward as well as to rationalize their operations horizontally by concentrating production at each stage in the more efficient units working more intensively. The fact that there has so far been little effective technical and commercial integration, for instance, between spinning and weaving within companies which are financially integrated, does not mean that the organizational problems involved are insuperable. On the other hand, there is no reason to believe that the firms which are outside the large groups cannot forge technical links, while remaining financially independent, provided that they accept the need in such cases for a degree of standardization and guaranteed off-take in exchange for an undertaking to ensure steady deliveries and competitive prices.

608. The need to establish closer relationships between marketing and production has been a recurring theme of this analysis. The main object of the changes in structure that have been pushed through during the past decade has been to forge links between markets and producers, and the evidence is that this is beginning to bear fruit. Provided the market leaders share the benefit with the larger buyers in the form of price and delivery advantages, the problem of producer-customer relations can be regarded as being already well on the way to a solution.

609. In the long run we foresee an industry consisting of perhaps four or five firms responsible for over half the output, with a small number of medium sized firms and a substantial number of smaller firms. This structure is likely to provide a strong competitive situation, with adequate opportunities for fresh entrants into the industry. The establishment of dominating positions in certain sectors may seem to raise dangers of inflexibility of prices and shortages of supplies. It is, however, our view that these dangers will be largely neutralized by the competitive element provided by the industry itself and by the foreign trade situation as we foresee it. We feel that one of the best ways of creating effective new groups from smaller firms would be to proceed on an ad hoc basis by inviting outside agencies to consider and advise on the merits and potentialities of specific merger situations.

610. There remains the question of whether the Government should take any direct action to encourage concentration. Our view is that it would be mistaken to do so. Existing firms may continue to absorb or to merge with other units but there would seem no reason for the Government to seek to accelerate this process, possibly at the cost of some economic distortion.

611. In the Marketing Section we covered – either explicitly or implicitly – the measures that can be taken by individual firms to improve the marketing prospects. Quite clearly, there is a need for firms to study more closely the pattern of the market and to respond as rapidly as possible to changes in customer requirements. Close links between producers and customers are vital if firms are to achieve the long production runs that are essential to reducing costs. It is in this area that the advantages of vertical organization – or vertical thinking – are most apparent. We recognize that there will continue to be a place in the industry for specialist firms and in those spheres of production where variety and novelty are important the necessity for close links between the producer and the market is particularly great.

Re-equipment and excess capacity

612. It is absolutely essential that the decision to re-equip is taken on the basis of future market demands and not simply on the

basis of raising productivity, increasing output, etc. After the 1959 Act several firms re-equipped, only to find that the market for their products subsequently either disappeared or ceased to be profitable. It would seem, therefore, that the small horizontal firm needs either to be very sure of its own particular market or to establish close informal links with selling companies which will give it advance warning of market changes. To re-equip a spinning mill, for example, without having examined all the relevant market factors, would seem, in the present circumstances and given the probable evolution of the industry's structure, sheer folly.

613. At this point, we would stress one of the conclusions reached in Section VI; substantial reductions in the number of units and firms at present in the industry will be necessary if the re-equipped plant in the remaining units is to be operated intensively. This is essential if there is to be any real hope of achieving a viable industry.

614. A firm that has decided to re-equip and go for intensive machine utilization and high production rates must adopt an appropriate pricing policy. Where fixed costs are high and variable costs low – and in a capital-intensive enterprise labour is a fixed rather than a variable cost – the maintenance of a high rate of output is essential. The aim should be to fill a large proportion of capacity with long runs, including export business, obtained if necessary by creating differentials between the prices charged for long and short runs. In the short term, however, it may be necessary to accept small orders, possibly at low prices, in order to keep machinery in operation and to make some contribution to overheads. A successful marketing strategy and pricing policy requires that the selling price for long runs should be less than that which a firm using obsolete equipment and having high costs could afford to charge.

615. In our opinion, such a policy is the best way to eliminate obsolete equipment from the industry. Vertical integration will also help – not least because the vertical groups should be in a strong position to offer price reductions as a result of the very substantial savings in costs that they expect to realize – and so will the shift to more intensive utilization of plant and a better paid labour force. If the calculations we have made are of the right order of magnitude, modernization and re-equipment would have such significant effects on costs that the re-equipped firm should be able to earn a satisfactory rate of profit while pricing out of the market those producers who continue to operate old plant.

616. The alternative would be a further Government operated and financed scheme to buy out surplus capacity, but this we reject. There is no evidence that the industry itself would welcome such a scheme. If, as in 1959, it were to involve a levy on firms staying in the industry, we consider that the objection then advanced to this system of financing – namely, that it penalized the efficient firms – would still hold good. If, on the other hand, it were to be entirely Government financed, we would regard the expenditure of public funds as unjustified.

617. In recent years the scale of investment by the industry has been increasing and in 1967 was estimated to be about £23 million. The published plans of both large and small firms indicate that a further £60 million will be spent within the next two or three years. But this is still not adequate. Many firms clearly have doubts about the future profitability of spun yarns and woven cloths, having regard to the present competition from imports and from other methods of production and the likely future shape of the industry. Given this reluctance, and recognizing the special contribution that can come from smaller firms, we consider that some special incentive to invest may be required to enable the progress towards a transformed and re-equipped industry, which is now under way, to be taken through to a successful conclusion.

618. In this connection, it is recognized that textile firms have not made full use of the fiscal aids already provided by the Government. Although this is to some extent due to the fact that the traditional textile industry is largely situated outside the Development Areas, and thus denied the greatest single fiscal aid of high investment grants, we think many firms have failed to look at investment opportunities in a scientific way and we advocate that more attention be given by the industry to this subject.

619. Nevertheless, it is evident to us that the economics of re-equipment point strongly to the financial desirability of investment in new equipment in the Development Areas. One of the main themes of this report, however, is the need for effective vertical integration at every stage of the production and for a marked rise in total investment. We believe that the national interests are not being best served by encouraging the building of new unintegrated plants outside the existing textile areas and we believe that further encouragement should be given to new investment in the traditional districts. We strongly urge, therefore, that the Government establish a temporary 40 per cent investment grant for that section of the textile industry covered by this report and situated outside the Development Areas. This would provide a necessary stimulus to re-equipment and enable management to decide where best to locate new plant in a rational way.

620. There is one other concession which we believe should be granted. The depreciation allowance for three and four shift working should recognize that the plant will have a life shorter than 14 years and, therefore, should qualify for the 25 per cent annual allowance available to other industries. Further, we think that for four shift working (seven days), 30 per cent would be justified.

621. The industry itself might like to investigate what may be possible through finance obtained from the ICFC and similar agencies.

Cost reduction

622. One aspect of cost reduction is re-equipment and shift working, which we have already discussed. The other has to do with the effective use of labour. Our studies have shown that, although wages in this country are lower than in most other developed countries, United Kingdom labour costs are usually higher. One reason for this is that, even where technical conditions are similar, direct machine allocations are lower and much larger numbers of indirect operatives seem to be required than in other comparable textile industries.

623. This is partly – though not, it would seem, entirely – due to the prevalence of fragmented orders and diverse batch production, which are reflected in the number of both direct and indirect operatives required. It is almost certainly true that there could be substantial improvements in labour productivity, quite apart from the savings resulting from new capital equipment. Correcting the machine allocation situation must be largely a matter of constant attention to detail, but the more widespread and intensive use of work measurement and method study will be the main means by which improvements will be brought about. One has to recognize, however, that improvements in labour productivity are also bound up with the whole question of the level of wages. A strong upward movement in wages would probably be a more effective spur to economy in the use of labour than any other technique that could be devised. We have already indicated the kind of approach to shift working that we believe is necessary to achieve the large increases in total productivity that are required. Implementing such a policy is in the first instance a matter of management initiative.

Central services

624. Although we expect the industry to become more compact in the future, with the number of firms declining, we believe that there will continue to be a need for a range of advisory services available on an industry-wide basis. Indeed, the existing services may need to be supplemented in some directions, notably management consultancy and marketing.

625. We suggest that the Textile Council should set up a small panel to review existing services, whether provided by the Council or by other bodies, make recommendations as to how these might be reorganized and adapted to meet the industry's changing needs, and consider what additional services are required and how best they might be provided. Looking at the way of meeting the needs of the industry, the panel should bear in mind not only the present resources of the Council – for example, the Productivity Centre, the Colour, Design and Style Centre and the Economics and Statistics Department – and the part to be played by research institutes and the trade associations, but also the services that might be called upon from the Government, the universities and other public institutions.

Imports

626. We have indicated that the industry must double its labour productivity by 1975 if it is to make up the ground that it has lost. If it can do this, costs should fall, exports grow and imports be cut back. We believe the objective to be feasible, but we recognize that it is ambitious, calling for a major effort by all concerned, and we think it unlikely to gain acceptance in the industry unless Government policy on imports is altered in such a way as to inspire confidence for the future.

627. The present imports situation is summarized in paragraphs

(*Continued on next page*)

TEXTILE COUNCIL REPORT, *continued*

582-585. The disparity between the 40 per cent penetration of imports from developing countries in the United Kingdom and the 10 per cent penetration into the United States and the EEC, arising from the large size of the United Kingdom quotas and the absence of a tariff on imports from the Commonwealth, is a measure of the competitive forces to which the industry has been subject.

628. What is needed is a policy that offers a prospect of more stable trading conditions and some relief from the price-disruptive effects of imports. There are many in the industry who believe that quota protection against low wage countries is required for an indefinite period, some because they can see no other solution to the problem of dumping. But there are others who believe that quotas cannot be maintained indefinitely, and it is this view that has prevailed in developing our proposals. We recognize that in the long term the only acceptable way of creating the required conditions is to introduce a tariff on imports of cotton textile products, including made-up goods, from the Commonwealth and to remove the existing quota restrictions, providing that the United Kingdom retains the freedom to have equal recourse with other major importing countries to the use of quantitative restrictions to combat market disruption or in other special circumstances. This change must be accompanied by determined action to stop dumping and the creation of improved means of doing so. The introduction of a tariff on imports from the Commonwealth would be a major change in policy, involving not only a switch from one form of protection to another, but also the removal of quotas with no quid pro quo against those global quota countries outside the Commonwealth whose exports to the United Kingdom are currently subject to both duty and quota.

629. In recent years the Textile Council has pressed successive HM Governments to persuade other developed countries to accept and retain a higher proportion of imports of cotton textiles from developing countries, up to a maximum of 25 per cent of their home consumption, with the clear hope that the resulting relief of pressure on the United Kingdom would produce a substantial reduction in penetration of the United Kingdom market.

630. However, in the future conditions which we are now foreseeing, we believe that there is, in practice, a greater possibility of achieving such a reduction by the application of a tariff, supported by effective safeguards against dumping, than by pursuing the hope that further international negotiations or initiatives would result in such an outcome.

631. There are a number of reasons for supposing that a tariff on Commonwealth cotton textiles (at 85 per cent of the full post-Kennedy rates of tariff) would be a more appropriate solution for the industry and the country for the future conditions we visualize:

(a) It is generally agreed that the industry can and must raise its performance to the European level within the next few years. It is already apparent that when current investment plans mature, the leading firms will be at least technically abreast of their Continental rivals. The studies we have made suggest that, at that point, the differences in costs between the better mills in the United Kingdom and those of, for exemple, Hong Kong, should be of the order of 15-20 per cent. After taking account of freight and handling charges, a tariff of the order of 15 per cent should therefore provide reasonable protection for the efficient United Kingdom firm.

(b) The Temporary Charge on Imports imposed a duty of 15 per cent on imports, including those from the Commonwealth, for the six months period to April 1965, followed by 10 per cent for the 19 months to November 1966. Experience of the operation of this temporary additional duty is not necessarily relevant to the likely effects of a permanent tariff but there were indications that the TCI did have an effect on the volume and price level of imports from Commonwealth sources, although it is extremely difficult to measure this.

(c) The use of a tariff instead of quotas should stimulate changes in the United Kingdom production pattern towards those goods in the supply of which the United Kingdom will have a relative advantage, thus giving greater scope for the profitable development of new technical and marketing ideas.

(d) Quite apart from the intrinsic merits of a tariff on imports from the Commonwealth, it should be recognized that the effectiveness of quotas is likely to diminish. We indicated that cotton is likely to take a declining share of a fairly static market for spun yarn and woven fabric in the next few years. In these circumstances, the continued exclusive reliance on quotas on cotton goods at their present levels, with or without a growth factor, would be decreasingly effective as a protective measure.

632. It is clear that there must be a transitional period before quotas could be abandoned and reliance on tariffs alone accepted. At the end of this period we expect the industry to be in the same position as any other United Kingdom industry – able to survive in a competitive international environment, given only the same level of tariffs as other similar industries, adequate protection against dumping, and no channelling of developing countries' exports specifically to the United Kingdom.

633. The necessary transformation has already begun. The industry is investing large sums of money in the modernization of its plant and the streamlining of its production and marketing methods and, given the additional incentives we have proposed, the rate of investment could increase during the next few years. This investment will lead to lower costs provided the equipment being installed is fully utilized, which will only be achieved by capturing a large share of major sectors of the domestic market and expanding exports. During the transitional period it is essential that the quota system should not be changed in such a way as to allow a significantly larger volume of imports than at present, which might undermine the market in total or have major disruptive effects on any single category.

634. Given this situation during the transitional period, we believe that the industry will have achieved a major breakthrough by the mid-1970s. Thereafter, tariff protection alone should be adequate, but only, we must emphasize, if effective measures are taken:

to stop dumping and eliminate any special export incentives;
to prevent undue distortion of trade by recourse to whatever international arrangements there are in force at the time for the orderly regulation of trade in textiles.

635. This proposal to dismantle quotas and introduce a tariff on Commonwealth goods amounts to a fundamental change for the industry. We believe that this change would be for the better but, in the absence of the safeguards outlined above, its beneficial effects could easily be frustrated.

636. The proposal also amounts to a fundamental change in British commercial policy towards the Commonwealth. But other Commonwealth countries impose tariffs on textile imports from the United Kingdom and this country is under no moral obligation to continue to give free entry to them. We consider that the present anomalies in the United Kingdom system of protection should be removed.

637. We have not attempted to spell out in detail the precise timing of the changeover, or the mode of transition. Nor have we sought to specify what strengthening of anti-dumping measures is needed. These are matters for early discussion between the Government and the industry.

638. The position, as we see it, of the United Kingdom industry vis-a-vis imports may, therefore, be stated as follows:

(a) We expect the industry to be internationally competitive by the mid-1970s.

(b) At that point we expect it to be viable, subject only to
protection against goods imported at prices unrelated to costs, either because of Government subsidies or incentives or dumping;
the United Kingdom participating in any international schemes there may be for the regulation of international trade in textile goods.

(c) We therefore envisage a dismantling of the quota arrangements and their replacement by a duty against imports from the Commonwealth of cotton yarn, piecegoods and made-up items, supported by effective measures to provide the safeguards referred to in (b) above.

639. This proposal cannot be regarded as a complete answer to the industry's problems – as will have been gathered from the various recommendations as to what the industry can do for itself in previous parts of the report. These are numerous, and if put into effect in conjunction with the proposed Government measures would, in our view, lead to the creation of a viable industry.

Copies of the Report can be purchased directly from the Textile Council, Royal Exchange, Manchester M27 FB, price 45s. net (post free in the UK) and from the following booksellers: Economists Bookshop, Clare Market, Portugal Street, London, W.C.2, Westminster Bookshop, Abbey House, 6 Victoria Street, London, S.W.1, and Messrs. Sherratt & Hughes, 17 St. Ann's Square, Manchester 2.

Textile Council appointments

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed the following members of the Textile Council:
Dr. E. B. Abbot, Chairman, ICI Fibres Ltd.; Mr. C. H. Colton, President, British Celanese Ltd.; Mr. R. Davis, National Secretary, General Workers' Group, Transport and General Workers' Union; Mr. A. I. Frymann, Chairman, Frymann and Fletcher Ltd.; Mr. J. M. H. Grey, Director, Nairn and Williamson (Holdings) Ltd.; Mr. A. Howcroft, General Secretary, The General Union of Associations of Loom Overlookers; Mr. H. C. Kershaw, General Secretary, Amalgamated Weavers' Association; Mr. J. King, General Secretary, National Union of Textile and Allied Workers; Mr. H. Lisle, General Secretary, Amalgamated Society of Textile Workers and Kindred Trades; *Mrs. C. M. Miles; Mr. J. A. Peel, General Secretary, National Union of Dyers, Bleachers and Textile Workers; Mr. G. H. K. Rae, Director, Glazebrook, Steel and Co. Ltd.; Mr. C. Riding, Chairman, Carrington and Dewhurst Ltd.; *Professor K. Simmonds; Dr. P. W. Smith, Chairman, Bleachers' Association Ltd.; Mr. W. T. Winterbottom, Director, Courtaulds Ltd.

* *Indicates independent members.*

Note:

The Textile Council, which replaced the former Cotton Board, was established by an Order approved in December 1966 by both Houses of Parliament. The Textile Council is the development council for a wide sector of the British textile industry which includes, in addition to that part of the industry previously covered by the Cotton Board, the production of man-made fibres, the processing and throwing of man-made fibre and silk yarn and warp knitting. The Council consists of eight employer members, six trade union members and three independents, one of whom must be the chairman.

When the original appointments were made in early 1967 it was the intention that there should be a continuing change in membership to allow for the inclusion each year of new members with special knowledge of different aspects of the industry. However, it has been decided this year to make as few changes as possible because of the importance of continuity in considering the implications of the Council's Report published on March 31, on its study of the cotton and allied textiles industry (see page 966).

All the appointments are from April 1, 1969 to March 31, 1970.

The chairman of the Council, Sir James Steel, CBE, was appointed last year for an initial period of three years commencing April 1, 1968.

Wool textile industry marketing study report to be published on May 30

THE REPORT of the marketing study of the wool textile industry is now being drafted and will be presented to the Wool Textile Economic Development Committee on May 20. All firms in the industry will receive copies on the day of publication, i.e. May 30. This was reported to the EDC when it met in Bradford during March under the chairmanship of Mr. W. H. Hosley Isle.

Mr. W. P. Bulmer, chairman of the Marketing Study Steering Group, said it was proposed to present the report to a meeting of Wool Textile Federation representatives on May 29. Regional conferences will be arranged in Scotland, Yorkshire and the West of England at the beginning of June to discuss the consultants' recommendations, and all firms in the industry will be invited to send representatives to one or other of these conferences.

Hosiery and Knitwear EDC meet industry

MR. FRED CATHERWOOD, Director General of the National Economic Development Office, congratulated leading managers and trade unionists in the hosiery and knitwear industry at Leicester on March 25, on their dramatic increase in production and productivity. But he warned that rising imports and a static labour force over the next three years would require sustained effort – not just in one exceptional year.

He was speaking at a lunch given by the Hosiery and Knitwear Economic Development Committee (under its Chairman Mr. L. M. Spalton) to establish closer links between the Little Neddy and the industry. Mr. Catherwood and Mr. Spalton discussed some of the problems of the industry with managers, trade unionists and representatives of trade associations and told them about the work which the Little Neddy was doing.

Proposals for scope of Clothing and Allied Products Industry Training Board

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, on March 27 circulated to interested organizations a draft schedule outlining the activities she proposes should be covered by the Industrial Training Board to be set up for the Clothing and Allied Products Industries under the Industrial Training Act, 1964.

Hearing Aid Council

MR. ANTHONY CROSLAND, President of the Board of Trade, said in the House of Commons on March 26 that when the Hearing Aid Council was set up he intended to appoint Mr. Harold Campbell as chairman.

Notes:

The Hearing Aid Council which will consist of a chairman and 11 members will be set up by the Board of Trade when it brings the Hearing Aid Council Act, 1968 into operation.

The Act provides for the registration with the council of all dispensers selling hearing aids and all employers of such dispensers.

The council will draw up, subject to Board of Trade approval, standards of competence for dispensers and codes of practice for dispensers and employers of dispensers.

Mr. Campbell is deputy chairman of Stevenage Development Corporation, a member of Corby Development Corporation, and a member of the Housing Corporation. He was the former secretary of the Co-operative Union.

Consideration of mergers by the BoT

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of that Act: William Mallinson and Sons Ltd. and Denny, Mott and Dickson Ltd.

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

Imports of coffee

THE BOARD OF TRADE have issued Notice to Importers No. 1246 announcing changes arising from decisions of the International Coffee Organization since the issue of Notice to Importers No. 1228 of October 15, 1968.

Application for import duty on tantalum

THE BOARD OF TRADE give notice that they are considering an application for the imposition of an import duty of 16 per cent (m.f.n.) on tantalum (other than alloys of tantalum) unwrought or in powder, sheets, plates, bars, wire, tubes and other semi-manufactured forms, ex Tariff sub-heading 81.03(A).

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than April 23, 1969.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 18.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.16	Sodium dihydrogen citrate	As in previous column .	December 31, 1969	6982
29.35	*OO*-Diethyl *O*-3, 5, 6-trichloro - 2 - pyridyl phosphorothioate	As in previous column .	December 31, 1969	13279
73.06 (B) (2)	Iron or steel ingots, blocks, lumps and similar forms other than those manufactured entirely from pig iron smelted wholly with charcoal	Iron and steel ingots .	December 31, 1969	10435
73.09 (A)	Iron or steel blooms, billets, slabs and sheet bars	Blooms, billets, slabs, sheet bars	December 31, 1969	10433
73.08	Iron or steel coils for re-rolling	Coils for re-rolling . .	December 31, 1969	10435

ELECTRONIC TELEPHONE SYSTEM FOR ABU DHABI

Abu Dhabi will be one of the first countries in the world to install a British-produced electronic telephone exchange system under a £300,000 contract announced by the Plessey Telecommunications Group recently. Signing the contract in London are Dr. B. F. Willetts, managing director of the Plessey Telecommunications Group (seated centre right) and Mr. K. J. Ayres, director of the Abu Dhabi Telegraph and Telephone Company and director and chief executive of International Aeradio Limited (seated centre left).

Also present at the signing were Mr. R. A. Payne (seated left) and Mr. D. B. Clemow (standing left), directors of the Abu Dhabi Telegraph and Telephone Company, and, respectively, company secretary and general manager, Technical Services, of International Aeradio Limited, together with Mr. D. MacDougall (seated right), and Mr. P. E. Goodwin (standing right), divisional manager and export sales manager respectively, of the Subscribers' Apparatus Division, Plessey Telecommunications Group.

New colours for flexible cords on electrical appliances

HOME OFFICE regulations, published on March 17, prescribe for the first time statutory control over the colours to be used for three-core flexible cords on domestic electrical appliances offered for sale. They are the Electrical Appliances (Colour Code) Regulations, 1969, made under the Consumer Protection Act, 1961. (Statutory Instrument 1969 No. 310, HMSO. Price 9d.)

The Regulations, which come into operation on July 1 this year, require the cores of three-core flexes attached to domestic electrical appliances offered for sale in Great Britain to be coloured in accordance with the new international code recommended by the European electrical standards organization: brown for the live core, blue for the neutral and a combination of green and yellow for the earth core. Until July, 1970, however, the British standard colour code which has, up to the present, been in general use in this country, will continue to be acceptable – red, black and green (or green/yellow).

BNEC leaflet on trade missions

MORE THAN 20,000 British manufacturers have been circulated by the British National Export Council with copies of a leaflet explaining how trade missions help exporters and how BNEC helps trade missions. The new leaflet – 'BNEC Pays Half' – stresses how far personal visits to crucial markets can help clinch commercial deals, with evidence that many exporters have found this profitable. Lists of current trade missions are published with each issue of *BNEC News*.

Rumanian trade mission visits Birmingham

AN INWARD trade mission from Rumania, led by Mr. Dan Gheorgiu, chairman of the British Section of the Rumanian Chamber of Commerce, visited Birmingham on March 31, for a day of discussions with members of the Birmingham Chamber's East Europe Section and other Midland manufacturers, individual interviews and visits to local factories.

Musical instruments mission to Latin America

AN OUTWARD selling mission has been proposed by the Association of Musical Instrument Industries to visit Latin America. The date of departure is July 6, returning on July 26. Places to be visited are Rio de Janeiro São Paulo, Montevideo, Buenos Aires and Lima.

The mission ends in Peru but individual members may be able to visit other countries on their way home.

The mission will be concerned with musical instruments other than the piano family. Any non-member of the AMII interested in jointing the mission should contact the leader: A. L. Della-Porta, Premier Drum Co. Ltd., 87 Regent Street, London, W1R 7HF.

Britons spent £890 million on holidays last year

A SURVEY carried out by the British Travel Association shows that British people took a total of more than 35 million holidays last year. Thirty million of these holidays were taken in Britain and just over five million were spent abroad.

The survey showed that total holiday spending, including fare expenditure, by Britons in 1968 reached a record figure of £890 million. Of this, £570 million was spent in Britain (£10 million more than in 1967) and £320 million, including fares, was spent abroad (about £20 million more than in 1967).

A British Travel Association spokesman said the effects of devaluation had undoubtedly contributed to the rise in British holiday spending abroad in 1968.

Only 14 months after commencing the design of its new Star u.h.f. mobile radiotelephone equipment, STC's Mobile Radiotelephone Division has completed its first export installation. Ninety of the new solid state u.h.f. radiotelephones have been installed in Finland in the buses of the Helsinki Transport Board. A second order has been placed for a further 90 equipments. The Helsinki Transport Board now intend to equip all 800 buses with u.h.f. radiotelephones.

ECGD backs £2.8 million bulk carrier contracts for Panama

THE EXPORT Credits Guarantee Department signed two Financial Guarantees on March 25, covering the financing of two 20,000 tons deadweight bulk carriers worth £2.8 million for Panama. The vessels will be owned by Zante Navegacion S.A. and Patras Navegacion S.A.

The vessels are scheduled for delivery in April and June 1969 and are being built by the Doxford and Sunderland Shipbuilding Co. Ltd., of Sunderland.

The loans, totalling £2.24 million, are being made available by Samuel Montagu & Co. Ltd., acting on behalf of a syndicate of banks consisting of the National Provincial Bank Ltd., and Martins Bank Ltd., and are repayable over eight years.

Mintech sets up inquiry on corrosion

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, has set up an inquiry into corrosion and corrosion protection in the United Kingdom.

The inquiry will be made by a committee, which will survey the cost in various industries and will determine if the present effort in research, development, education, training and issue of information is adequate. It may also make recommendations for making savings.

Decimal Board newsletter circulation now over 200,000

THE CIRCULATION of the Decimal Currency Board's Newsletter amongst commercial and industrial concerns has now risen to more than 200,000 copies. About 130,000 are provided free in small quantities to individual firms mainly through trade associations. In the seventh issue of the newsletter published on March 27, it is stated that, because of the increasing demand by firms for bulk supplies, which are available on subscription terms, orders will now be accepted in multiples of 20 for a minimum of five consecutive issues instead of only in 100 multiples. Orders are handled only by HMSO, PO Box 569, London, S.E.1.

Consultants to advise on marketing of home grown timber

THE FORESTRY COMMISSION announce that the rapidly increasing demand by industry for timber and timber products taken together with the fact that the nation's import bill for these is running annually at over £600 million has caused the Home Grown Timber Advisory Committee to recommend that a study into marketing within the British wood industry be undertaken.

The Forestry Commission has agreed to support this together with the Timber Growers' Organization, the Scottish Woodland Owners' Association, the Home Timber Merchants' Association of England and Wales and the Home Timber Merchants Association of Scotland, all of whom will contribute towards the cost. The study, which will start immediately, will be undertaken by the Management Advisory Services Division of the Economist Intelligence Unit.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Lyon commercial and industrial developments in Scotland include multi-storey office and shopping developments in Glasgow and Edinburgh and 25 industrial estates throughout Scotland - 15 of these within the industrial belt.
Standard or purpose-built factory/warehouse units are available for sale or to let from 2,500 to 100,000 sq. ft. Full professional services are provided including evaluation of location, management and technical consultancies and all design, planning approval and construction operations.

Lyon

BRITAIN'S LEADING INDUSTRIAL DEVELOPER

G. R. Balish, A.R.I.C.S., F.R.V.A., Manager Industrial Division.
RONALD LYON (ESTATES) CO. LTD.
SCOTTISH DIVISION
239 ST. VINCENT ST. GLASGOW C2
041-221 3961/7

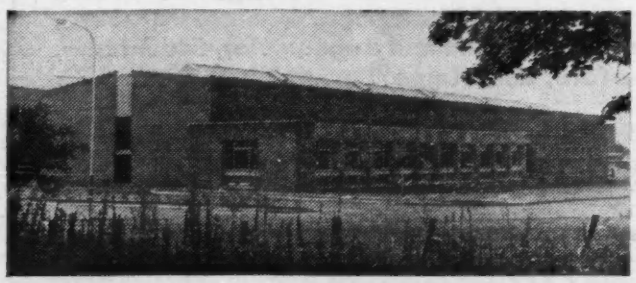
Satisfying progress on Scotland's industrial estates

THE PRIMARY OBJECTIVES of the Scottish Industrial Estates Corporation, as agents of the Board of Trade, are to build factories and maintain industrial estates which, in turn provide employment, attract new industries and encourage the diversification of the Scottish economy. The record shows that while more remains to be done, a substantial advance towards these goals has been achieved. In the 25½ million square feet of factory space provided by SIEC, nearly 400 progressive companies are housed, and approximately one-seventh of all those employed in manufacturing industry in Scotland find jobs in these enterprises. Nevertheless, even alongside the impressive achievements of previous years, 1968 was something of a landmark in the Corporation's history. During the year the Board of Trade allocated 42 SIEC-built factories to new tenants – a figure which had not been approached since the record development of the post-war era. More than 30 per cent of these companies are completely new to manufacturing in Scotland; many are from England and firms have also been attracted from the United States and Holland.

Furthermore, the progress of programmed factory building in advance of requirement has been extremely satisfying. In the past 12 months the Board of Trade allocated 17 of these 'advance factories' – 16 to companies who have not previously occupied Board of Trade premises in Scotland. Expansion among established tenants on the estates has also remained consistently high. Through 1968 over a million square feet of factory space was taken over by existing companies, and another 500,000 sq. ft. is under construction.

Now that SIEC are able to examine the record of the 'advance factory' programmes over a period of years, it is clear that the effort and expenditure involved have been fully justified. A high percentage of the tenants in occupation have expanded – several having doubled or even trebled their original area – within a short space of time. The firms attracted to this type of factory have come not only from Scotland but also from England, the United States, Canada, Germany and Holland. Their products cover the field of modern light industry, ranging from babies' clothes to computers. Without doubt the early availability of production space has proved to be an important factor in persuading these companies to settle in Scotland, and SIEC have every confidence that the advance factories, which are now under construction, will prove equally successful.

One of the three advance factories occupied by Honeywell Controls Ltd. on the new estate at Bellshill. A fourth advance factory is now under construction and has been allocated to this company.



Factory built for Grays Tufted Ltd., a subsidiary of Grays Carpets Ltd., who occupy an advance factory on Cummock Caponacre Estate.

Today the Corporation operates over most of Scotland. It manages 35 industrial estates and 60 individual sites – a total of 95 different locations – and if plans now on hand are successfully finalized, this figure should be over 100 in the course of the year.

There are still factories available for expanding industry – a list of these will be found below – and the executive staff of SIEC are always happy, in association with the Board of Trade Office for Scotland, to discuss with industrialists any expansion proposals they may have. They know the Scottish situation in detail and are in a position to present to expanding companies the intrinsic advantages peculiar to the different areas of Scotland, The end results are a satisfied tenant and sound prospects for industrial growth in the area he selects. And if the experience of 95 per cent of the tenants is any guide, most companies who set up a Scottish plant in collaboration with SIEC prosper.

Inquiries are welcomed by the General Manager, Scottish Industrial Estates Corporation, 3 Woodside Place, Glasgow, C.3 (Tel. 041-332 6651) and the Controller, Board of Trade Office for Scotland, 314 St. Vincent Street, Glasgow, C.3 (Tel. 041-248 2855), or any other Board of Trade Office.

*The following modern steel framed single-storey factories, each equipped with offices, central heating and essential services, are available on a rental basis for early occupation, or will be erected shortly on the following industrial estates or individual sites. Those marked * can be expanded by at least 100 per cent.*

(Rents are assessed at current market value by District valuers of the Inland Revenue and most range from 3s. 6d. (80·42) to 5s. 9d. (80·69) per square foot per annum.)

Location	Area	Height to Underside of Truss	Availability and Remarks
	Sq. ft.	Ft.	
Aberdeenshire			
Aberdeen Estate *	13,027	12½	Now. New
Banffshire			
Banff *	9,098	14/18	Being built
Dumfriesshire			
Dumfries *	27,024	14	Now. New
Sanquhar Estate *	19,080	14	Now. New
Dunbartonshire			
Vale of Leven Estate (1)*	35,069	12	Now. Nearly new
(2)*	37,603	12	New
Dundee			
Dundee Estate (1)	31,530	14	New
(2)	31,530	14	September 1969
(3)	20,000	14	To be built
Fife			
Donibristle Estate (1)*	9,412	18	Plating Shop
(2)*	14,892	14/18	Now. New
Leven Estate *	30,058	15	To be built
Glasgow			
Carntyne Estate	5,589	12	Now
Germiston	180,977	28/38	Now
Hillington Estate (1)	33,600	16½	Now
(2)	5,177	12	April 1969
(3)	1,479	12	July 1969
(4)	1,500	12	August 1969
(5)	24,048	12	October 1969
(6)	2,985	12	November 1969
(7)	5,355	12	May 1969
(8)	16,891	12 & 20	April 1969
(9)	31,730	12	November 1969
Thornliebank Estate (1)	136,481	12	Now
(2)	117,311	12	Now. New
Springburn Cowlairs Estate (1)*	19,750	12	Being built
(2)*	100,000	18	To be built
Lanarkshire			
Bothwell Park Estate *	156,917	12	April 1969
Carfin Estate	29,824	13	June 1969
Chapelhall Estate (1)*	27,500	14	Now. New
(2)	17,775	12	June 1969
Coatbridge Estate	45,000	14	To be built
Larkhall Estate (1)	6,719	12	Now
(2)	127,866	12	Now
Newhouse Estate	26,029	12	September
Rutherglen *	89,960	12	Shortly
Morayshire			
Elgin Estate *	11,578	12	Being built
Renfrewshire			
Port Glasgow Estate (1)*	17,391	12	Now. New
(2)	22,230	12	August 69
Greenock Estate	83,892	14 & 25	1970
Stirlingshire			
Falkirk Estate *	27,500	14	To be built
Wigtownshire			
Stranraer *	20,000	14	To be built

Annual report of Welsh development corporation

THE 10th Annual Report of the Development Corporation for Wales has been published and is obtainable free from the Corporation at 15 Park Place, Cardiff. Looking back upon the year, the report says that the Corporation energetically embarked upon an aggressive promotional campaign to encourage new industries into Wales, at the same time increasing its activities in the development of export trade. For the first time an industrial development delegation visited Germany to explore the prospects for new links with industrialists contemplating an expansion project in Britain.

New industry for Upper Swansea Valley

THE BOARD OF TRADE advance factory of 25,000 sq. ft. at Ystalyfera is to be sold to Broom and Wade Ltd., of High Wycombe, Buckinghamshire. BroomWade are one of the major international manufacturers of air compressors, pneumatically operated tools and associated equipment, employing 2,000 people at High Wycombe, and like its associated company, Holman Bros. Ltd., is maintaining an order book at a very healthy level.

The advance factory, which should be ready for occupation next month, is to be extended immediately by 10,000 sq. ft. by the Welsh Industrial Estates Corporation, who, as agents for the Board of Trade, were responsible for its construction.

BroomWade intend to augment their production of light industrial pneumatic tools by the creation of additional manufacturing capacity at Ystalyfera and expect that new jobs will arise for over 150 people and that most of the work will be for men. The company is acquiring an additional seven acres of land adjoining the advance factory site to provide for their further long-term expansion which envisages that the factory will be doubled in size.

Loading the half-millionth ton of pipeline destined to carry natural gas over a 700-mile route through Iran. This is thought to be the biggest co-ordinated shipping programme ever carried through for a pipeline project. Pipeline steel is being supplied to the National Iranian Oil Co. by mills in Germany, the United Kingdom, France and Japan. Purchasing, shipping and inspection of all materials and equipment has been from the London offices of the International Management and Engineering Group (IMEG). Chartering and transportation worldwide was arranged by London shipbrokers Eggar, Forrester Limited.

GENTRANSCO SERVICES LTD.

P.O. Box 166 CENTRAL HOUSE, STRATFORD, LONDON, E.15

Telephone: 01-534 6655 Telex: 897153/4

We operate the largest number of regular, direct Train Ferry and Container Groupage Services to and from the Continent

Amsterdam, Barcelona, Basle, Belfast, Berlin, Bielefeld, Brussels, Chiasso (for Italy), Cologne, Copenhagen, Dublin, Dusseldorf, Frankfurt, Ghent, Gothenburg, Hagen, Hannover, Lyon, Madrid, Mannheim, Munich, Nurnberg, Paris, Prague, Rotterdam, Salzburg (for Greece and Jugoslavia), Stockholm, Stuttgart, Teheran, Vienna, Waterford, Zeebrugge, Zurich.

Branch Offices in the UK (for enquiries):

Gentransco House, Ratcliffe Road, Atherstone, Warwick	Telephone: 277 3611/5	Telex: 31396
Daimler House, Paradise Street, Birmingham 1	Telephone: 643 1995	Telex: 338057
Sanderson House, 39 White Abbey Road, Bradford 8	Telephone: 28015	Telex: 51534
Gentransco House, Cater Road, Bishopsworth, Bristol BS 13 7 TW	Telephone: 668431/6	Telex: 44852
Regent House, Ferensway, Hull	Telephone: 36850	Telex: 52443
21/24 Irwell Chambers West, Fazakerly Street, Liverpool, L 3 9 EA	Telephone: 236 2185	Telex: 627206
40 King Street West, Manchester M3 2NX	Telephone: 832 6411	Telex: 66659

Aviation and Shipping

Air Corporations: board appointments

MR. ANTHONY CROSLAND, President of the Board of Trade, has re-appointed Sir Anthony Milward, CBE, as chairman of BEA from April 1, 1969. Sir Anthony Milward has also been re-appointed part-time member of BOAC from the same date.

The President has also re-appointed Mr. H. E. Marking, MC, and Mr. P. C. F. Lawton, CBE, as full-time members of the BEA Board from April 1, 1969.

Note:

The President announced in the House of Commons on May 29, that, pending the Report of the Edwards Committee, appointments to the Boards of both Air Corporations would be confined to the period up to December 31, 1969. Accordingly the above appointments are confined to the same period.

Sir Anthony Milward has been full-time chairman of BEA, and Mr. Marking and Mr. Lawton full-time executive members since April 1, 1964.

Re-appointments to the Scottish Advisory Committee for Civil Aviation

MR. ANTHONY CROSLAND, President of the Board of Trade, after consulting the Secretary of State for Scotland, has re-apointed the chairman Mr. Robert Taylor and the following members of the Scottish Advisory Committee for Civil Aviation for a further period until December 31, 1969: Mr. Bernard Boxall, Mr. William P. Broomfield, Mr. John Dalglish, Mr. Lindsay D. Gumley, Mr. James Jack, Lord MacDonald, Councillor Maurice McManus, Councillor William Paterson, Mr. Robert Sibbald and Councillor William L. Taylor.

New Controller for National Air Traffic Control Services

THE PRESIDENT of the Board of Trade and the Secretary of State for Defence has jointly appointed Mr. G. W. Stallibrass, OBE, to be Controller, National Air Traffic Control Services.

Mr. Stallibrass's appointment, which is effective from March 27, 1969, follows the completion by Air Vice-Marshall J. B. Russell, CB, CBE, DSO, RAF, of his tour of duty in the post. Mr. Stallibrass was formerly Joint Field Commander, NATCS.

The President of the Board of Trade and the Secretary of State for Defence have also appointed Air Commodore E. D. Crew, DSO and Bar, DFC and Bar, MA, RAF, to be Deputy Controller, National Air Traffic Control Services, with the acting rank of Air Vice-Marshall, with effect from March 27, 1969.

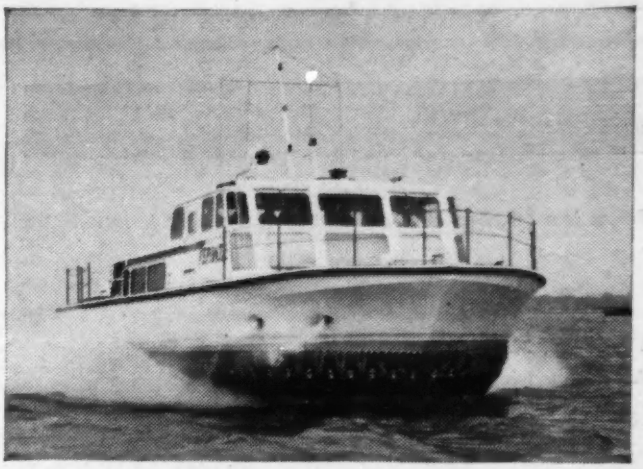
The post of Deputy Controller is new. Air Vice-Marshall Crew will report direct to the Controller NATCS, as senior policy adviser having special responsibility for the planning organization. He will be responsible for keeping the Field Headquarters informed of likely future developments in order to ensure that day-to-day policy decisions remain compatible with long-term trends.

Mr. Stallibrass's successor as Joint Field Commander will be announced shortly.

Hurn airport, Bournemouth — transfer of ownership

MR. WILLIAM RODGERS, Minister of State, Board of Trade, formally handed over ownership of Hurn Airport, Bournemouth, to the Consortium of the County Borough of Bournemouth and the Dorset County Council at a ceremony at the airport on April 2.

Hurn Airport has been run by the State as a civil airport since 1944. Negotiations for the transfer of ownership and management to the Consortium have recently been concluded. The transfer takes effect from April 1, 1969.



Hovermarine's Surveymarine sidewall hovercraft – and the world's first production air-cushion hydrographic survey craft – during trials at Southampton Water recently. This craft, designated HS-101, will soon be delivered to the East Pakistan Inland Waterways Transport Authority. The Surveymarine craft is a joint project between Hovermarine Ltd., Southampton, and The Decca Navigator Co. Ltd., the latter supplying a completely new high-speed survey system which it has developed.

Third London Airport: report on Nuthampstead

THE COMMISSION on the Third London Airport's Report 'Site Information for Stage II, local hearings – 2. Nuthampstead, was published on April 1, and can be obtained from HMSO, price 6s.

Life-saving appliances for small passenger vessels

FROM MAY 1, passenger ships of less than 70 ft. in length plying not more than three nautical miles from their starting point in any direction will be required to carry life rafts, buoyant apparatus or lifebuoys sufficient for the total number of persons the ship is certified to carry instead of, as previously, only 70 per cent of the total.

This was announced on March 28 by the publication of the Merchant Shipping (Life-Saving Appliances) (Second Amendment) Rules 1969 (SI No. 409, price 6d. from HMSO, 49 High Holborn, London, W.C.1, or branches, or 10d. by post from HMSO, PO Box 569, London, S.E.1).

These rules amend the Merchant Shipping (Life-Saving Appliances) Rules, 1965, Rule 9 (4) for ships of Class VI, and amend also Schedule 12 (Requirements for Lifejackets) so that thread for the sewing of kapok lifejackets must now comply with a British Standards Specification.

BOAC pilots' strike

TALKS to avert the strike of 1,100 pilots of British Overseas Airways Corporation broke down on March 30. At a meeting of the National Joint Negotiating Committee on March 31, the British Airline Pilots Association discussed the position with fellow trade unionists. There was no change in the position when the *Journal* went to press on March 31.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, MARCH 25

Art auction (rings)

Mr. Edmund Dell, Minister of State, Board of Trade, was asked whether, for the purposes of his own inquiries, he asked the British Antique Dealers Association to furnish him with the results of the inquiry which the association instituted in October into the allegations relating to the possibility of a ring having operated at the Aldwick Court sale. Mr. Dell replied that the Board's inquiries extended to over 40 persons concerned in different ways with sales of works of art and who seemed likely to be able to give useful information about art auctions, but it was not proposed to disclose any particular approaches made.

Grants for plant hire

A Member inquired in what circumstances the Board of Trade allowed a plant hirer to receive the full 40 per cent grant on the purchase of plant in a development area. Mr. Dell answered that a plant hirer might receive a 40 per cent grant on plant which he provided new for hiring out for use in a development area for a minimum period of three years by a qualifying lessee, who, had he bought the asset outright, would have been eligible for the 40 per cent development area rate of grant. Answering a further inquiry, why in a development area, plant hirers were treated by the Board of Trade in a different manner to contractors in the matter of investment grants on the purchase of new plant, Mr. Dell said: 'I assume the hon. Gentleman is referring to plant hirers in the construction industry where it is the usual practice for contractor's plant to be hired out for short periods. It is impracticable to apply to such hirers the normal conditions attaching to investment grants to ensure, for example, that grant-aided assets continue to be used by qualifying lessees in a development area. The Industrial Development Act therefore makes special provision whereby plant hired for short periods in the construction industry can attract a 20 per cent grant, which rate applies whether or not the plant is initially hired out for use in a development area'.

Investment grants

Asked under what circumstances new towns were given special status with regard to industrial investment grants, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, answered: 'Those laid down in Section 15(6) of the Industrial Development Act, 1966.'

Imports of chrome

Mr. Dell told a Member who asked from what other countries Rhodesian supplies of chrome had been replaced since the imposition of sanctions, that most chromium was imported into this country in the form of chrome ore or ferro-chrome. In the last two years our imports of both have been lower than in the two years before the illegal declaration of independence. Comparing these periods, imports of chrome ore from all significant supplying countries had been lower. There had been several changes in the pattern of our supplies of ferro-chrome, including higher imports from the United States, Sweden, West Germany, the Netherlands and Czechoslovakia.

WEDNESDAY, MARCH 26

Anglo-Norwegian trade conference

A Member asked if the President of the Board of Trade would make a statement on the United Kingdom/Norwegian Trade Conference. Mrs. Dunwoody answered, saying: 'A conference of Anglo-Norwegian trade was organized by the Norway Trade Centre in association with the Confederation of British Industries, the London Chamber of Commerce, the Federation of Norwegian Industries and the Export Council of Norway. The conference took place in London on March 20 under the chairmanship of His Excellency the Norwegian Ambassador and was attended by some 250 Norwegian and British businessmen.

'The conference was divided into two sessions, the first, introduced by the Norwegian Minister of Commerce and Shipping, Mr. Kare Willoch, covered questions of general interest such as future steps to European integration, the part to be played within EFTA by Nordic Union and bilateral trade matters of concern to both Norway and the United Kingdom. The second session which my rt. hon. Friend introduced dealt with specific Anglo-Norwegian trade questions and various practical ways in which the level of trade might be increased. Discussion at each session was led by a panel of eminent Norwegian and British businessmen.

'The conference provided a valuable opportunity for direct discussions between businessmen of the two nations of problems of mutual interest and I hope that it will improve the prospects for trade between Norway and the United Kingdom.'

Extracts from the President's speech were published in last week's issue, page 892.

Waste-Paper stocks

Lord Brown, Mnister of State, Board of Trade was asked whether HM Government had taken note of the representations of the Joint Waste Paper Advisory Council regarding the dangerously low levels of waste-paper stocks, and whether they were taking any action to encourage local authorities to collect waste-paper separately from other refuse. He replied that he had seen a statement recently issued by the Joint Waste Paper Advisory Council. It pointed out that the substantial increase in consumption of waste-paper in 1968 was achieved partly by reduction of stocks. It recommended that local authorities should expand collections of waste-paper, in consultation with their mill and merchant outlets, on the basis of long-term contracts at realistic prices.

Lord Brown continued: 'Demand for waste-paper is not constant, and past experience has demonstrated the need for better gearing of recovery to demand. The Joint Waste Paper Advisory Council, which is composed of representatives of paper and board mills, waste-paper merchants and local authorities, was formed to keep trends of demand and recovery under review, so as to give advance warning of future requirements. I welcome the efforts of the Joint Waste Paper Advisory Council to provide authoritative forecasts of future demand; these will be especially valuable if they can be broken down by geographical areas. I particularly welcome the emphasis which the Joint Waste Paper Advisory Council places on long-term contracts. I am convinced that contracts which are realistic in terms of duration, price and basic tonnage are the effective way to encourage local authorities to recover the waste-paper that the mills require.'

UNCTAD Committee on preferences

Answering a request for a statement on the work of the special committee of the United Nations Conference on Trade and Development on preferences, Mrs. Dunwoody said: 'The UNCTAD Special Committee on Preferences, on which United Kingdom representation is provided by the Board of Trade, met for the first time towards the end of last year. Further meetings have been arranged to begin on April 28 and June 30 this year. It is hoped that the work of the prospective preference-giving countries in the OECD will have progressed to the point at which substantive discussions with developing countries can be held at the meeting beginning on June 30. Before any new preferential arrangements can be implemented, there will be full consultations with Commonwealth preference area countries.'

Increased trade mark fees

A Member asked what was the reason for the recent increase in the registration fees applying to trade marks registered or renewed after June 1, 1969; and went on to inquire in view of the fact that this increase was in excess of the ceiling recently imposed by the prices and incomes policy of HM Government, whether the proposed increase would be reviewed at an early date with a view to its reduction.

Mr. Dell replied that increases in trade mark fees were necessary because the expenses of the Trade Marks Registry, which was intended to be self-supporting, were greater than its income from fees. The rules which would shortly be made prescribing the increases would not conflict with the Government's prices and incomes policy.

Consultancy aid scheme

Mr. Dell was asked to what extent he made checks on management consultants employed by small businesses in receipt of assistance under the grant's consultancy aid scheme. He said there was no list of approved consultants for the pilot scheme. 'We were concerned to ensure that each consultant was competent to carry out the particular assignment and that the fee proposed was reasonable,' said Mr. Dell. 'We were able to draw on a number of sources of information as appropriate including the BIM/CBI Management Consulting Services Information Bureau, and referees provided by the consultants.'

Visits to Communist countries

'I understand the leaflet is based on a considerable number of cases spread over a period of years,' said Mr. Dell, asked on how many cases he based the leaflet, Security Advice About Visits to Communist Countries.

North-east factory potential

The President was asked if he would make an examination of the potential available in the North-East for the siting of a major car plant in one of the special development districts in view of the continuing problems created by a high unemployment rate. In reply Mrs. Dunwoody said that the Board of Trade had considerable information about suitable sites in the special development areas in the North-East and elsewhere and she did not consider a further examination was required at this time.

Expansion of Ford factory

Asked to make a statement on the application by the Ford Motor Company for a £20 million expansion to their plant at Dagenham; and what action he proposed to take, in the light of HM Government's policy for industrial expansion in the development and special development districts. Mrs. Dunwoody said that details of idc applications were confidential. An idc had recently been issued to Fords for an expansion which they were satisfied it would be reasonable to allow at Dagenham. The project would also result in additional employment in the development areas.

Scottish firms at Rand show

In reply to a questioner who asked what assistance his department was providing to the Scottish trade mission and Scottish companies promoting Scottish products at the Rand Easter Show in Souh Africa, Mrs. Dunwoody said: 'The British Pavilion at the Rand Easter Show this year has been made available exclusively for the display of products of firms manufacturing in Scotland. Forty-three firms are participating and the Board of Trade are providing space and stands free of charge. The Board will also contribute towards the cost of fares of firms' representatives, the translation of sales literature, advertising under the Board's Co-operative Advertising Scheme and return freight on any unsold exhibits.'

Replying to a further question as to what steps were being taken to assist local authorities in Scotland to take part in exhibitions and trade displays designed to encourage trade between Scotland and South Africa, she said they had no record of an approach from any local authority. Board of Trade assistance was given to firms taking part in collective displays in international trade fairs. These firms were sponsored by a non-profit making body which was generally the appropriate trade association.

FRIDAY, MARCH 28

Cures for baldness

Asked if she would obtain from local authorities figures showing the number of representations they received under the terms of the Trade Descriptions Act, about the content of public advertisements of cures for baldness, Mrs. Dunwoody said: 'No. If a local weights and measures authority intends to prosecute in such a case, it will inform the Board. I do not think that the further information mentioned by the hon. Member would – if available – be of sufficient value to justify its collection.'

Companies Act

A Member asked what steps were being taken to secure compliance with section 17 of the Companies Act 1967; what advice had been issued to directors of companies in this matter; and what further steps were proposed to ensure that directors of firms engaged in two different classes of business did not treat them as a single class for the purpose of the section. Mr. Dell replied that the Section left it to the directors to form an opinion whether the company was carrying on substantiallly differing therefore, given no general advice how their classes of business. The Board of Trade had discretion should be exercised.

Parliamentary Answers on aviation and shipping

TUESDAY, MARCH 25

Runways at Heathrow Airport

Mr. William Rodgers, Minister of State, Board of Trade, was asked how many movements per hour on one runway were achieved on average at London Heathrow Airport; what improvements he estimated could be realized by using the method of alternating take-offs and landing; and whether he was satisfied with the safety of this method of controlling traffic. Mr. Rodgers said using two runways at Heathrow, one for departures and one for arrivals the average number of movements per hour had reached 32 departures and 28 arrivals. Mixing departures and arrivals on a single runway rather more than 50 movements per hour had been possible. Mixing departures and arrivals on two runways had enabled 32 movements per hour to be achieved on each, and it was considered that up to 37 might be possible in exceptionally favourable circumstances.

The present trials of parallel runway working at Heathrow were restricted to daylight hours and good visibility conditions and safety standards were maintained.

Royal dockyards labour force

A question was asked, whether, arising out of the Statement on Defence Estimates, HM Government would adopt a more liberal policy regarding industrial development certificates and office development permits for the towns with Royal Dockyards, so as to allow adequate time for the planning and building of alternative places of employment; and whether they would bear in mind that most other industries employed a lower proportion of male labour so that considerable development might be necessary to absorb the male labour that would otherwise have gone to these dockyards.

Lord Winterbottom, Parliamentary Under-Secretary of State for Defence, R.A.F. replied that the reduction in the labour force in the dockyards at Chatham, Portsmouth and Devenport would take place over several years and would largely be achieved by natural wastage. The industrial development certificate and the office development permit controls were administered flexibly and full account was taken of local employment needs.

THURSDAY, MARCH 27

Salvage of wreck in Thames Estuary

Asked what further recommendations had been made to the Government by his explosives experts about salvaging the munitions cargo of the wreck of the s.s. 'Richard Montgomery' in the Thames Estuary, following their advice in 1967 that such salvage would involve a greater risk of explosion, would put the lives of the salvage team in danger, and would create a hazard to the surrounding population. Mr. Rodgers said: 'None since 1967. It is intended to conduct periodic reviews of the situation and there will be one next year.'

Manchester air crash

In a further statement on the air crash at Manchester Airport in March 20, 1969, involving the deaths of three persons, Mr. Rodgers said he had little to add. The inspector's investigation was now well under way; the wreckage was being transported to a hanger at Farnborough for detailed examination; the flight recorder trace had been sent for transcription prior to being analysed. At this stage it would therefore be unwise to speculate upon the possible causes of this accident.

Training flights

Asked to make a statement on the practice of allowing exercises in training on flights at airports in major conurbations such as Manchester, Mr. Rodgers said he was doubtful whether these were grounds for any general restrictions but they were examining whether there was a need to introduce any special limitations.

Mr. Dell said no consideration had been given to the proposal of the United States Secretary of Commerce for a new international trade agreement to cover wool and man-made fibres, similar to the one involving quotas for cotton textile imports.

FRIDAY, MARCH 28

Loss of the Longhope lifeboat

Mr. Rodgers was asked whether, during his inquiry into the wrecking of the vessel 'Irene' and the loss of the 'Longhope' lifeboat, he would take account of the position of the ship as radioed by the master of the vessel on March 17 compared with the position at which the vessel was later found; and if he would given an assurance that the master and crew would be examined before they were allowed to leave the country. Mr. Rodgers replied that the Board of Trade preliminary inquiry would cover all the relevant factors affecting the casualty to the 'Irene'.

Lifesaving at sea

'The inclusion of a frogman as a member of lifeboat crews is a matter for the Royal National Lifeboat Institution and I understand that they are at present considering this.' said Mr. Rodgers to a Member who asked if he would undertake a reappraisal of the life-saving techniques used by those engaged in rescue work at sea; and if he would consider requiring the inclusion of a frogman as a member of lifeboat crews. 'The improvement of live-saving techniques used in rescue work at sea is always in our minds.'

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of March 14 issue.

Are YOU looking for EXPORT MARKETS?

We will gladly share with you the knowledge and experience of our Managers and of the close connections we have in the following countries. We have made special arrangements to answer your questions in London.

INDIA · JORDAN · LEBANON · MOROCCO · SAUDI ARABIA
SOUTHERN YEMEN · SWITZERLAND · TUNISIA · ABU DHABI
BAHRAIN · DUBAI · KUWAIT · MUSCAT AND OMAN · QATAR
RAS AL KHAIMAH · SHARJAH.

THE BRITISH BANK OF THE MIDDLE EAST

Head Office 7 King William Street, London, EC4 Tel 01-626 2643 Telex 263473
Associate Banks The Bank of Iran and the Middle East: Teheran and Khorramshahr. Bank of North Africa. Libya: Tripoli, Benghazi and Mersa Brega.

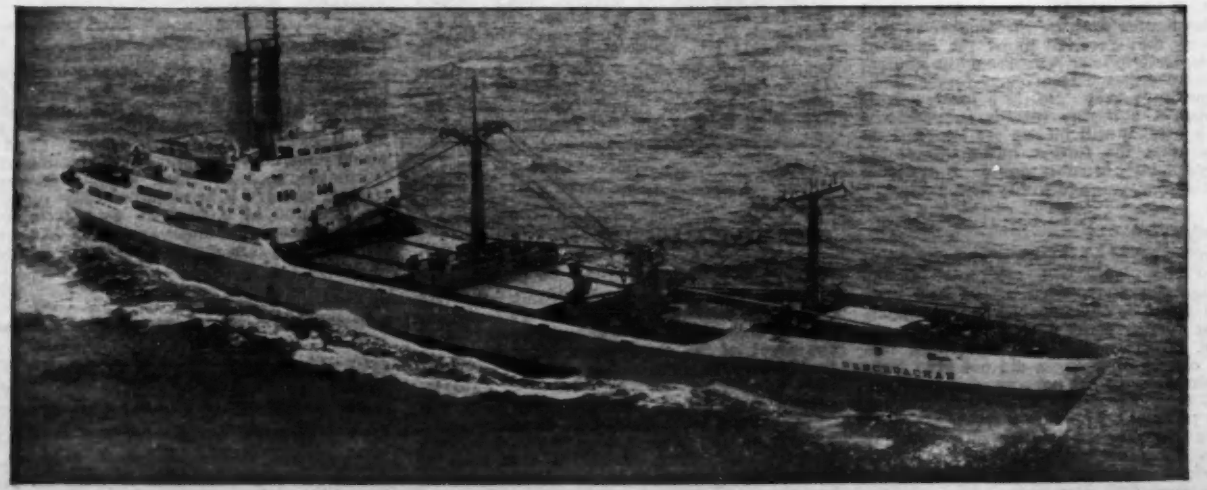
A member of the Hongkong Bank Group

Mr. V. N. Platonov, Deputy Head of Machinoimport, the official purchasing organization of the USSR (seated right) is seen here signing a contract for over £2½ million with Mr. H. R. Tainsh, chairman of Petrocarbon Developments Limited. The contract, the second of its kind to be awarded to Petrocarbon within the last year, is for the construction of a lube oil additives plant similar to that used by Petrocarbon's parent company, Burmah Oil Trading Limited, at their Ellesmere Port Refinery.

Others in the picture are, left to right standing: Mr. W. Jones, Petrocarbon's senior engineer on the project; Mr. W. L. Seddon and Mr. J. H. Brandler, joint managing directors of Petrocarbon Developments Limited; Mr. N. S. Evteev, member of the Soviet Trade Delegation; Mr. V. S. Bellousov, director, Machinoimport, Moscow; and Mr. K. Tikchomirov, deputy of the USSR Trade Delegation in the United Kingdom.

Better ship BEN LINE *faster to and from the Far East*

London Agents, Loading Brokers and Passenger Agents
Killick Martin & Co Ltd 20 Mark Lane, London EC3 Telephone: 01-623 3100
Managers: WM. THOMSON & COMPANY, EDINBURGH



New Books

Innovation and Profitability: Three Contributions to Discussion. (29 pages. Science of Science Foundation, c/o CIBA Foundation, 41 Portland Place, London W1. 5s.) During April 1969 the Science of Science Foundation will hold a symposium in Cambridge at which senior industrialists, academics and civil servants from many countries will be examining technological innovation. The Foundation has published this booklet as a general introduction to the symposium. It contains three papers. *Innovation and Profitability*, by J. Herbert Hollomon and *The Climate for Innovation*, by Peter G. Peterson are reprints of papers given at symposia held in the United States. The third paper, *Profits, Public Opinion and Innovation*, is by Gordon Fryers, managing director of Bayer Products Company. He argues the case that many aspects of government policy discourage the innovating firm because they are based on an insufficient understanding of the innovative process in industry. By using some simple mathematical models he demonstrates how the financial relationships within an innovating growth company differ from those in a static firm. Dr Fryers concludes that if Britain wishes to maintain or increase her rise in living standards a more favourable climate for innovation must be achieved.

Take-overs in British Industry. (16 pages. Econtel Research Ltd., Bridge House, 181 Queen Victoria Street, London EC4. 21s.) The take-overs occurring in a sample of 657 quoted British industrial companies in the period from June 1967 to December 1968 are examined in this booklet. The introductory section comments on company size, take-over reasons, the broad industrial picture, growth of profits in 'takers' and 'goners', stock market expectations, and safeguards to protect certain sections of the community from the dangers of take-overs. Detailed figures follow for over 90 industrial groups (in some of which there was no take-over activity in the period covered), with tables showing the proportion of 'goners' and 'takers' in each industry and a comparison of past growth and expectations for 'goners' and 'takers'. The 84 individual companies involved in take-overs, whether as 'goners' or 'takers', are listed, and their growth rates from 1960 to 1965 and their expected growth rate at June 1967 recorded. A summary draws attention to the principal conclusions which can be drawn from the data provided, for example that about 60 per cent of take-overs involved companies in the same industry, that the vast majority of take-overs were horizontal rather than vertical, and that there is a marked tendency for certain industries to be the focus of attention at particular times. The booklet is published as number 7 in the *Econtel Research Ltd. Factual Series*. Previous titles in the series were reviewed in the *Board of Trade Journal*, June 21, 1968, page 1857.

Exports of Structural Steelwork to the United States of America. (28 pages. Available from the British Constructional Steelwork Association Ltd. (Export Group), Hancock House, 87 Vincent Square, London SW1.) This is a report on a market research tour undertaken in May 1968, under the sponsorship of the British National Export Council by the export director of the British Constructional Steelwork Association Ltd. The main purpose of this tour was to investigate the opportunities for increasing British exports of structural steelwork to the United States since devaluation. A secondary aim was to discover how we might increase our share of export orders for delivery to third countries, when American consultants, contractors, financial institutions and industrial interests are involved in projects. *Exports of Structural Steelwork to the United States of America* deals with the market, prices, restraints, technical trends, sales representation, sources of information and useful contacts, and specific opportunities for fabricators. The report is available only to British firms for business purposes.

INDEX – Industrial Exhibitions: The Theory, Techniques and Practice of Exhibiting, by Alan Wright. (55 pages. Lintex Ltd., 226-227 Grand Buildings, Trafalgar Square, London WC2. 5s.) Mr. Wright, who is joint managing director of Lintex Ltd., a firm of exhibition promoters and organizers, has set out to provide a guide for the business executive who has to decide on the wisdom of spending his firm's money at an exhibition or a series of exhibitions. He starts by paying considerable attention to the theory and purpose of exhibiting, and the problem of selecting an exhibition programme. This is related to the financial aspect, and he makes the point that expenditure on exhibiting must be considered in the light of the benefits that the company may expect to receive in return. The techniques and practice of exhibiting are briefly examined, and a short section on exhibiting overseas refers to the Board of Trade's Joint Venture Scheme.

Mechanical Handling Engineers' Association's Report on Metrication, by H. G. Harwood. (36 pages. Mechanical Handling Engineers' Association, Glen House, Stag Place, London SW1. 20s.) The purpose of this report is to give the members of the Mechanical Handling Engineers' Association information on the progress of metrication. It first traces developments to date and decisions so far reached on metrication, both in the United Kingdom and overseas. This is followed by an analysis of the availability, both present and future, of metric-dimensioned engineering materials and components – rolled and re-rolled steel products, conveyor and elevator belting, troughed belt conveyors, electric motors, worm gear units, bolts, nuts and rivets, taps and dies, and spanners. A section on acceptance of the change-over by government departments and the nationalized industries is followed by an assessment of educational and training considerations raised by metrication. Existing publications on the subject and reference sources are listed in detail, as are lectures, seminars and symposia which will be held in the coming months. A number of appendices from a variety of sources are also included.

The Sales Representative's Handbook, by Charles Attwood. (209 pages. Business Books. £2 10s.) As 'born' salesmen are likely to remain rarities, commercial concerns must be content to rely on good average types of men with which to staff their selling organizations. The author analyses the qualities which are essential for good salesmanship and then goes on to describe the four stages of selling any product. He first outlines the best method which could be adopted by the salesman for introducing himself to the buyer. After this the salesman must present his goods, as soon as possible, by means of a sample, making an interesting and convincing demonstration wherever necessary. At this time the proposition (the third stage) is presented. This involves outlining the value for the retailer of buying and reselling the goods in question. How to express the proposition in terms of percentage profit margins, higher or quicker turnover, or as an attraction to new customers is fully dealt with. The fourth and final stage occurs when the salesman presses for action on the part of the buyer. *The Sales Representative's Handbook* concludes with a discussion of some of the practical problems which confront the salesman in his daily routine and a description of the best methods of applying for a post as a salesman.

Industrial Marketing: An Analytical Approach to Planning and Execution, by Lawrence Fisher. (268 pages. Business Books. £3 5s.) The author describes this book as a systematic approach to the principles of managerial analysis and decision making as applied to industrial marketing. In a comprehensive and carefully integrated approach, he discusses how, on the basis of the study and understanding of market structure and customer behaviour, long and short-term policies and plans can be developed.

New Products and Diversification, by Peter M. Kraushar. (213 pages. Business Books. £2 15s.) The author says: 'Nearly every company now recognizes the importance of new products and of diversification, yet the rate of failure is alarmingly high. This is often caused by new product or acquisition 'hysteria' which leads companies to make rash decisions.' After questioning whether new products represent automatic salvation for a company, the author shows how a number of United Kingdom and international companies have fared in recent years and analyses their new product failures and successes.

Protecting Partnership Capital, by William Beck. (147 pages. Business Books. £2 5s.) Most partnerships and many private companies must sooner or later raise funds to replace capital withdrawn from the business on the death or the retirement of a partner or shareholder director. If precautionary measures have been taken, the situation can be confidently met; if not, the very existence of the enterprise could be threatened. The author first discusses the many problems which may arise when a partner dies or retires. He then examines in detail the various courses of action available before or after the event to provide the necessary capital to purchase the lost partner's share. Being concerned essentially with practical possibilities, such hopeful solutions as finding a new monied partner or allowing a widow to replace her dead husband are dismissed as, at best, unlikely. It is emphasized that provision in advance is overwhelmingly more beneficial than trying to deal with a sudden crisis. Advance provision ensures that the effect of interest work advantageously, rather than to the partner's disadvantage if action is taken after the event.

Other Publications

BUSINESS TRAVEL NEW YORK, by George Aris. 160 pages. Collins. 15s.

CORPORATION TAX, by K. S. Carmichael. 2nd edition. 320 pages. HFL (Publishers) Ltd., 9 Bow Street, London WC2. 25s.

FINISHING HANDBOOK AND DIRECTORY 1969, edited by J. E. Bean. 643 pages. Sawell Publications Ltd., 4 Ludgate Circus, London EC4. £3; by post £3 14s. 6d.

THE FOSECO TRAVELLER: A GUIDE TO ETIQUETTE AND GOOD MANNERS WHEN ABROAD. 104 pages. Foseco Ltd., Long Acre, Birmingham 7. 12s. 6d.

SELLING TO AUSTRALIA, HONG KONG, JAPAN, NEW ZEALAND. *Barclays Guide for Exporters*. Vol. 4. 95 pages. Available free from Barclays Bank Ltd., 54 Lombard Street, London EC3.

WEST INDIES AND CARIBBEAN YEAR BOOK 1969. 939 pages. Thomas Skinner & Co. £3 3s.

Correction to the New Books Page, March 21, 1969.

The Review on **Food Statistics: A Guide to the Major Official and Unofficial United Kingdom Sources** contains a reference to a publication called **Food Consumption Statistics.** The title of the publication is **Food Consumption Statistics 1954-1966** and not **Food Consumption Statistics 1954-1956.**

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
April 16 .	Aircraft equipment, miscellaneous stores .	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Rank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554 2447.)

Aircraft instruments, components, spares and ground servicing equipment, including American engine spares; industrial tractors; concrete mixer; Chase Side shovel; Broomwade compressor; air supply trolleys, petrol driven; electric trolleys; trolley-mounted Westalite rectifier sets, Style 442; oxy-hydrogen underwater cutting equipment; Portway & Hay cable laying apparatuses; machine tools; hydraulic and water pumps; dumpers, ¾ cu. yd.; field telephones; electronic valves; X-ray equipment; forklift trucks; plotting equipment; aircraft tyres, various; Green's 'Griffin' road roller, 6-ton; MT spares; large quantity 1 in. brushes; cellular drawers; blue serge jumpers and jackets; anti-gas clothing; large quantity unworn ankle boots, various sizes; denim trousers; kitchenware; wooden tables, detachable metal legs; and large assortment miscellaneous stores.

April 22-24 .	Miscellaneous equipment and stores . .	The Lido Ballroom, Winchester, Hants. . .	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham. (Tel. 4211.)

Industrial trucks; Powers-Samas accounting machines; machine tools; portable concrete mixer; miscellaneous vehicle spares; scrap tyres; lead acid batteries; hydraulic and screw jacks; 10-ton trolley jacks; charging sets; fire appliance spares; miscellaneous wireless and communications spares and cable; sewing machines; binoculars; prismatic and marching compasses; wrist and pocket watches; theodolites; cameras and photographic equipment; cycle, hurricane and high pressure lamps; scrap metal; scrap webbing, hessian and canvas; jerricans; nylon cordage; 12,000 mess tins; hand tools and tool kits; wood extending ladders, 18 ft.; furniture including single and double wardrobes; lockers and cupboards; dressing chests; sideboards; various chairs, etc.; kitchenware; china and glassware; clothing; large quantity army boots (unworn).

April 29-May 2	Vehicles, plant and equipment . . .	Ordnance Storage and Disposals Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Limousines; saloon and estate cars; commercial and utility vans; trailers; tankers; trucks; breakdown and heavy duty vehicles; cranes; angledozers; scrapers; graders; dumpers; hydraulic tippers; coaches; Land Rovers; motor cycles; plant and equipment and spares, etc.

May 6 . .	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073.)

Broomwade compressors; tar and bitumen boilers and sprayers; concrete mixers; paint sprayers; air pump compressors; Dorman engine spares; aneroip barometers; spares for Lister CE and CD engines; aluminium soap containers; aluminium wire; various grindery; hemp rope ladders; electronic valves; photographic equipment; photocopying machines; miscellaneous motor vehicle spares; timber; Irish bagpipes; haversacks. GS Mk. 7; webbing; large quantities of clothing including motor cyclists' coats; leggings and capes; various items of fnurniture; scrap metals, webbing, canvas and rags, etc.

Catalogues of the above sales obtainable from the relevant auctioneers about two weeks prior and up to dates of sales, price 1s. 0d. (postal order only)

ARMY BOOTS

Large quantities of army boots (unworn) are to be sold at Ministry of Defence auction sales to be held at STIRLING on April 16 and at WINCHESTER on April 22-24, 1969. They will be sold by sizes, most Lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal order only) available from the following auctioneers:

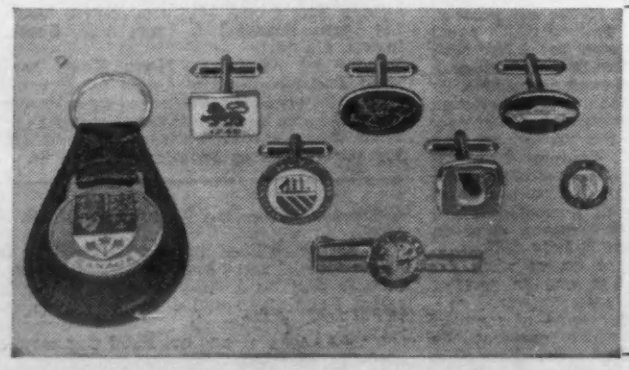
STIRLING: Dixon & Wallace Ltd., Bank Buildings, Graham Square, Glasgow, E.1.

WINCHESTER: Richard Austin & Wyatt, 79 High Street, Fareham, Hants.

SALE BY TENDER

MACHINE TOOLS

Bench and pillar drills; internal, universal, surface and tool grinders; centre lathes; horizontal, vertical and universal millers; planers; engraving, sawing, shaping, sheet metalworking and woodworking machines, etc. Located at Gosport and Portsmouth. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. April 29, 1969.



BADGES . ENAMEL CUFF LINKS
PEWTER CRESTED TANKARDS
MEN'S WEAR ACCESSORIES
COMPANY TRADE MARKS
reproduced for advertising
KEY RINGS – ON LEATHER & P.V.C.
MANHATTAN-WINDSOR GROUP
Manhattan Products (Birmingham) Ltd
Windsor Cuff Links Ltd Badges (Burmingham) Ltd
STEWARD ST. BIRMINGHAM 18. ENGLAND.
Telephone: 021-454 6404 Telex: 338633

The Scottish Plant Owners Association

TENTH ANNUAL SALE BY AUCTION

of

MODERN CIVIL ENGINEERING and BUILDING CONTRACTORS' PLANT and COMMERCIAL VEHICLES

including

2 J.C.B.7 Hydraulic Excavators. (New 1965); Liebherr 360R Hydraulic Excavator. (New 1966); 3 N.C.K.304 Excavators. (New 1961); 22 R.B., 10 R.B., Smith 21, Smith Super 10, Priestman Cub and Ransomes & Rapier 424 Excavators. (New 1964 to 1959); Caterpillar 955 and 933F Traxcavators; 6 International B.100, B6K3 and B.100 Loaders; Fiat FL4 Excavator-Loading Shovel. (New 1964); Case 750 Tractor Shovel. (New 1965); J.C.B.4C and Bray D23 Excavators; Chaseside 700 and Matbro Mastiff Loading Shovels; Fordson Major Tractor, with Danline Road Sweeper; 2 Fordson Super Major Tractors, with Trailers; 2 Lewin Road Sweepers; Barber-Greene Junior 875 Asphalt Finisher; Simesa 6½-Ton Tandem Vibratory Road Roller. (New 1965); 3 Aveling-Barford 30-Cwt. and 3-Ton Road Rollers; 2 Stothert & Pitt 8-Cwt. Vibratory Rollers; 7 C.P.T. Diesel-Driven Rotary Air Compressors, 175, 210 and 365 C.F.M.; Holman 250 C.F.M. Rotary Air Compressor; (New 1964); 4 Broomwade 210 C.F.M. Air Compressors. (New 1963/4); Ant Queen 10-Cwt. Diesel-Driven Mast Hoist; 2 Benford 18/12 Silover Concrete Mixers, with Drag Scrapers and 30-Ton Silos. (New 1965); 2 Winget 14/10 and 10/7 Diesel Concrete Mixers; 21 Thwaites, Johnson and Benford Diesel Dumpers; 2 Swing weigh Batchers; Sykes 6″, 4″ and 2″ Diesel-Driven Pumps; New Auto Diesels 4″ Diesel-Driven Centrifugal Pump; 6 Wickham, Rapier and Chalmers-Edina Diaphragm Pumps; 5 Allam, Acrow, Kennedy and Laco Motorized Bar Benders and Croppers, 3 Acrow and Wallace Portable Saw Benches; 3 Stihl, Teles and Pioneer Chain Saws; 5 Wacker Power Rammers; Jan-Aire and Cornet Space Heaters; 5 Priestman and Westwood Grabs; Sykes No. 4 Diesel-Driven Winch; 9 A.C.E., Allam and Vibratechniques Concrete Vibrators; Traffic Signals; Electric, Air and Hand Lifting Blocks; Oxford and English Electric Welding Transformers; Air Tools; Cat. D.9 Spares; Cat. D.8 Cable Control Unit; McKiernan-Terry No.5 Piling Hammer; 2 Henderson 10-Ton Two-Motor Electric Derrick Cranes, 120′ and 140′ Jibs. (New 1957); 2 Craigrock Dry Batching Plants. (New 1965 and 1964); 8 A.E.C. 10-Yard Dumptrucks. (New 1963); Aveling-Barford 8-Yard Dump Truck. (New 1964); Ransome-Rapier 7/5½-Cub. Yd. Diesel Truck Mixer; Seddon 13/4 Diesel Tipper. (New 1965); Foden Diesel Tractor Unit, with Dyson 25-Ton Low-Loader Trailer, (Re-built 1964).

AT PLANT SITE, CARMYLE AVENUE, (Off London Road), GLASGOW, E.2,

on THURSDAY, 17th APRIL, 1969, at 10.30 a.m. prompt.

ON VIEW DAY PRIOR TO SALE

Catalogues from Auctioneers

SHIRLAW, ALLAN & CO.,

Auctioneers and Valuators,

5 KEITH STREET, HAMILTON, LANARKSHIRE

Hamilton, April 1969. Tel. No. Hamilton 23063

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

		Telephone Numbers
LONDON	St. Mary Axe House, St. Mary Axe, London, E.C.3.	01-283 8030
LONDON AIRPORT:		
EXPORT DIVISION	Wingair House, London Airport North, Hounslow, Middlesex.	01-759 3722
IMPORT DIVISION	Breken House, Long Lane, Stanwell, Middlesex.	Ashford (Middlesex) 51133
BIRMINGHAM	Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.	021-743 8171
GLASGOW	98 West George Street, Glasgow, C.2.	041-332 5887
GLASGOW AIRPORT	Cargo Terminal No. 1, Glasgow Airport, Abbotsinch, Paisley.	041-887 2181
IPSWICH	32 Queens Street, Ipswich.	0473-54467
LEEDS	Wingair House, Leeds/Bradford Airport, Yeadon, Yorkshire.	09737-3121
LEICESTER	11 De Montford Street, Leicester.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, 3.	051-235 7917
LIVERPOOL AIRPORT	Room 13, Hangar 2, Liverpool Airport, Speke, 24.	051-427 7329
MANCHESTER	Rooms 261/265 Corn Exchange Building, Fennel Street, Manchester, 1.	061-832 9386
MANCHESTER AIRPORT	Wingair House, Building No. 10, Manchester Airport, Wythenshawe, Manchester, 22.	061-637 5956
NEWCASTLE-UPON-TYNE	"D" Floor, Milburn House, Dean Street, Newcastle-upon-Tyne.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Nwecastle Airport, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, Monmouth.	0633-58058
PRESTWICK	Cargo Building, Prestwick Airport, Ayrshire.	0292-79275
SOUTHAMPTON	10 Queens Terrace, Southampton	0703-23731

With associate offices in Paris, Montreal, New York and Toronto.

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices	at 1963 prices		at 1958 prices		at 1958 prices	at 1963 prices		
Base of index	1958	1958	1958	1958	1958	1966	1958	1963	1963	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	1,055	1,020	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	..	..	143	124	+ 73	+ 26	+22	+15
1963	119	119	136	131	120	..	131	100	100	146	130	+206	+123	+31	+57
1964	125	128	146	140	124	..	154	113	119	185	147	+581	+411	+91	+50
1965	129	132	156	149	126	..	160	124	118	189	153	+365	+262	+49	+45
1966	132	133	165	158	129	100	162	128	113	185	165	+227	+147	+19	+ 6
1967	133	133	171	165	132	101	173	124	121	203	186	+104	— 39	+10	+11
1968		139*				104		125	134				— 21	+71	+95
1967															
1st quarter	133	132	167	161	129	100	167	124	118	192	179	+ 32	+ 26	— 2	+15
2nd quarter	133	133	169	162	129	100	176	131	127	200	185	+ 45	— 10	+ 1	+15
3rd quarter	134	133	173	166	132	102	174	122	120	207	190	— 25	— 25	—10	—21
4th quarter	134	135	174	170	135	104	174	120	119	211	192	+ 59	— 30	+22	+ 2
1968															
1st quarter	137	137	179	176	140	106	178	120	131	210	194	—119	—100	+ 6	+49
2nd quarter	135	138	181	170	130	102	174	120	125	216	189	+ 90	+ 24	+22	+ 1
3rd quarter	138	140	184	175	134	103	176	125	134	210	184	+ 72	+ 7	+10	+ 5
4th quarter		142				104		134	146				+ 48	+33	+40
1968															
August		141				104									
September		139				102									
October		141				103									
November		143				106									
December		143				104									
1969															
January		141*				105									
February						101									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand (end of period)	Textiles and clothing industries: orders on hand (end of period)	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962		1963	1963	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	..	..	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	100·0	100·0	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	103·9	101·9	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	106·8	104·6	157·9	309	265	24,784	150	145	— 91
1966	154	105	116·5	+3·9	110·2	107·3	168·5	325	254	24,834	158	155	+ 5
1967	143	114	119·4	+2·5	108·4	108·2	175·3	515	175	24,475	168	155	—399
1968	143	129*	125·0	+4·7	120·5	112·4	187·3	543	189		206	190	—419
1967													
1st quarter	149	104	118·6	+3·7	106·8	107·6	171·4	458	186	24,510	164	166	+ 19
2nd quarter	148	104	119·6	+2·6	105·1	107·5	172·8	508	168	24,495	166	160	—107
3rd quarter	146	105	119·0	+1·7	107·1	108·4	177·3	555	163	24,502	162	157	— 21
4th quarter	143	114	120·4	+2·1	114·5	109·2	179·7	538	182	24,395	179	138	—290
1968													
1st quarter	142	117	122·1	+3·0	122·9	111·4	184·8	511	184	24,362	203	181	—135
2nd quarter	138	125	125·0	+4·5	119·5	112·5	185·8	550	180	24,313	201	180	—134
3rd quarter	138	129	125·7	+5·6	119·3	112·8	187·6	580	182		209	196	— 73
4th quarter	143	129*	127·2	+5·6	120·4	113·1	190·8	533	210		212	200	— 77
1969													
1st quarter								499*	206*				
1968													
August	139	126	125·7	+5·7	119·1	112·7	187·6	585	179		209	199	
September	138	129	125·8	+5·9	119·7	112·8	188·2	575	186		207	201	
October	140	126*	126·4	+5·6	119·9	113·0	188·7	551	195		211	194	
November	141	126*	126·7	+5·2	120·4	113·1	190·5	529	211		217	207	
December	143	129*	128·4	+5·9	120·9	113·3	193·3	520	225		209	198	
1969													
January	146*	130*	129·1	+6·2	121·9*	113·6*	193·9	506	208		208	205	
February			129·8	+6·2	122·5*	113·7*	194·4	487	208		212*	193*	
March								504*	203*				

*Provisional. †Not seasonally adjusted.

Industry's capital expenditure in the fourth quarter of 1968

REVISED ESTIMATES show that industry's capital expenditure at 1963 prices, seasonally adjusted, rose by 7 per cent between the third and fourth quarter of 1968. This was a rather larger percentage increase than that estimated at the provisional stage and provides a strong indication of the emergence of the rise in the underlying trend which is expected, on the strength of companies' forecasts, to continue throughout this year and into 1970. Investment by the shipping industry during the fourth quarter was, as suggested at the provisional stage, erratically high while expenditure by the rest of the distributive and service industries is now estimated to have shown a small rise in volume terms. A small fall had been indicated by the provisional figures.

The constant price series in this article are now shown on a 1963 price base. A note on this appears later in this article.

Manufacturing industry

In 1968 as a whole manufacturing industry's investment is now estimated to have been marginally higher than in 1967, at a level around 2½ per cent at constant prices below the peak in 1966. Investment in plant and machinery was slightly under the 1967 level, but the decline in expenditure on these assets from the level reached in the second quarter of 1967 appears to have ended around the middle of 1968 and some recovery has been shown since then. Investment in new building work appears to be on a rising trend though a small fall was recorded in the fourth quarter. Expenditure on vehicles rose during the year.

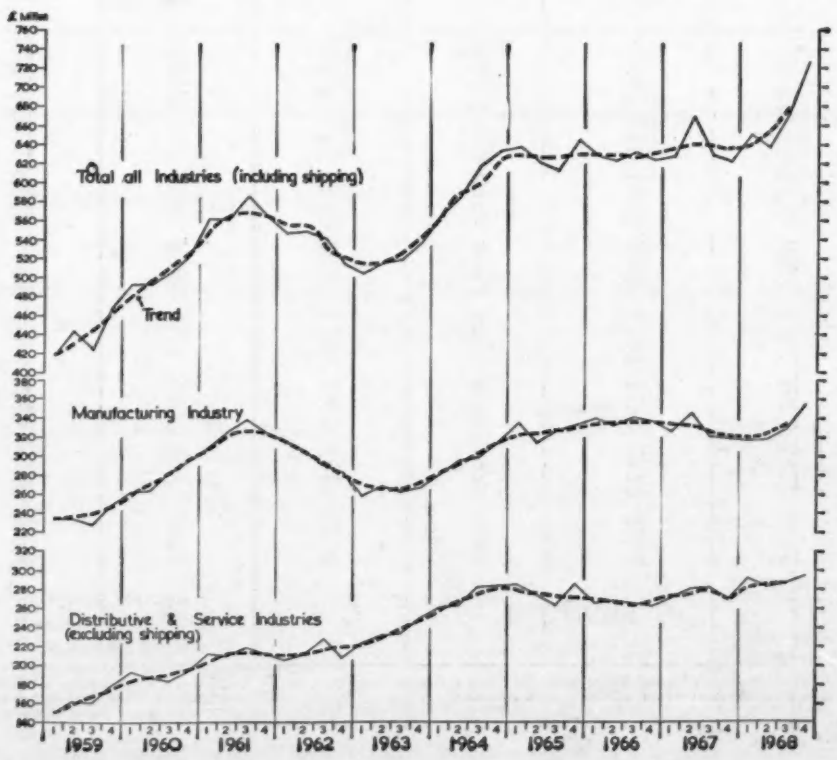
The volume of investment moves diversely for the different industry groups. Investment by the food, drink and tobacco group showed a strong rise in 1967 which was continued into 1968. The same patern was shown by the mineral oil refining industry. Both these groups showed the highest level of investment ever recorded during the fourth quarter. 1966 was a peak year for the chemical industry's investment and this dropped in 1967. This rate of expenditure was continued into 1968, but a rise was recorded in the fourth quarter. The metal manufacturing industry (largely iron and steel) has, since the last major expansion in the early sixties shown a lower level of investment which has continued during 1968, the last quarter showing a further fall. Investment by the engineering, shipbuilding and metal goods group of industries reached a peak in 1966. A fall took place in 1967 followed by a smaller fall in 1968, but the figures had been rising since the second quarter of 1968. The vehicles industry recorded a fall in investment during 1968 from the high levels of 1966 and 1967, the fourth quarter showing a fall on third quarter levels. In the textile, leather and clothing industry there was a decline during 1967 from the 1966 peak but expenditure was higher in 1968, the fourth quarter showed a strong rise from the third quarter level. The decline in investment in the paper, printing and publishing industry which began in 1966 continued during 1968 though the fourth quarter figure was markedly above that of the third quarter.

Distributive and service industries

In this sector wholesalers' investment in 1968 was greater than in 1967, the fourth quarter showing a rise from the third quarter levels. Retailers' capital expenditure was virtually unchanged from 1967 and remains around 9 per cent below the peak level in 1964. In contrast, expenditure shown by the 'other industries' sector was buoyant with a 6 per cent rise during last year. This group includes banks and finance houses whose expenditure on computerization and assets for leasing respectively have been increasingly significant in recent years. Investment by the distributive and service industries is expected to increase this year.

(*Continued on next page*)

Industry's fixed capital at 1968 prices seasonally adjusted



CAPITAL EXPENDITURE, *continued*

Shipping industry

Investment by this industry tends to be very erratic, and during 1968 expenditure reached an unprecedented height, the bulk of the expenditure occurring during the last half of this year. The fourth quarter's figure was particularly high and there is some evidence that substantial payments were made on ships for which few progress payments had previously been recorded. This seems to have contributed to the recording of the high figure in 1968 which in any case has been increased by the large investment in containers, bulk carriers and large tankers in recent years to give the peak expenditure in 1968. Certain revisions have been made to the quarterly figures in the light of amendments from companies and late returns.

Volume series revised to a 1963 price base

Since these series were last published in the *Board of Trade Journal* of March 7, 1969 the constant price series have been changed from a 1958 to a 1963 price base. In making this change the opportunity was taken to consider again the most appropriate way of using the information available about the price and the nature of goods and services on which expenditure is incurred. As a result it was found possible to make some improvement in the composition of the price indices used to deflate the current price series.

The 1963 rebased data was then used to calculate fresh seasonal adjustment factors. In certain cases these differ slightly from previous factors, partly as a result of recently available data being used.

Since prices of ships in 1963 were less than in 1958 investment by this sector is lower at 1963 than at 1958 prices.

Fixed capital expenditure of shipping industry at 1963 prices seasonally adjusted (a)

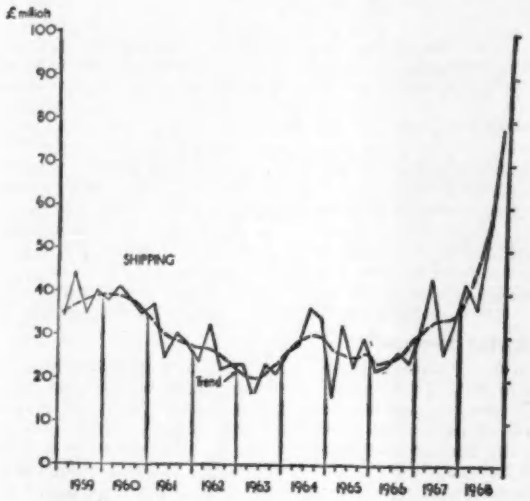


Table I. Industry's fixed capital expenditure at 1963 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS			Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing industries (b)	Distributive and service industries (excluding shipping) (c)	Shipping industry		New building work	Vehicles	Plant and machinery
1960	1,104	758	151	2,013	594	425	994
1961	1,301	852	121	2,274	699	406	1,169
1962	1,196	852	101	2,149	696	364	1,089
1963	1,055	936	84	2,075	650	391	1,034
1964	1,190	1,088	124	2,402	723	494	1,185
1965	1,309	1,107	99	2,515	756	472	1,287
1966	1,351	1,061	95	2,507	715	473	1,319
1967	1,310	1,103	133	2,546	687	517	1,342
1968	1,316	1,152	213	2,681	674	610	1,397
1963 1st quarter	257	223	24	504	161	92	251
2nd quarter	268	231	16	515	165	92	258
3rd quarter	263	233	23	519	160	99	260
4th quarter	267	249	21	537	164	108	265
1964 1st quarter	281	260	26	567	168	117	282
2nd quarter	295	263	28	586	177	117	292
3rd quarter	299	282	36	617	188	132	297
4th quarter	315	283	34	632	190	128	314
1965 1st quarter	336	285	16	637	201	112	324
2nd quarter	314	274	32	620	187	124	309
3rd quarter	327	264	22	613	185	111	317
4th quarter	332	284	29	645	183	125	337
1966 1st quarter	340	266	22	628	180	117	331
2nd quarter	333	267	23	623	177	119	327
3rd quarter	341	265	26	632	179	120	333
4th quarter	337	263	24	624	179	117	328
1967 1st quarter	326	271	31	628	179	121	328
2nd quarter	345	280	43	668	177	141	350
3rd quarter	321	281	26	628	166	125	337
4th quarter	318	271	33	622	165	130	327
1968 1st quarter	316	291	42	649	164	143	342
2nd quarter	317	282	37	636	170	132	334
3rd quarter	329	285	56	670	174	155	341
4th quarter	354	294	78	726	166	180	380

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 57 per cent of total capital expenditure in 1966. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Table 2. Fixed capital expenditure of manufacturing industry at 1963 prices seasonaly adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Mineral oil refining	Chemicals	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New building work	Vehicles	Plant and machinery
1960	137·8	16·6	143·8	204·0	251·7	86·0	93·1	73·3	97·9	1,104·2	285·0	69·1	750·1
1961	146·9	24·6	174·3	266·4	275·1	115·3	111·1	80·3	107·1	1,301·1	343·7	65·9	891·5
1962	145·2	17·5	173·3	228·6	242·4	103·7	95·4	80·7	109·0	1,195·8	321·7	57·0	817·1
1963	145·0	26·8	135·9	136·1	239·4	98·0	86·5	79·7	107·8	1,055·2	263·6	69·5	722·1
1964	162·2	28·1	170·8	114·4	287·2	86·1	117·1	90·8	133·0	1,189·7	291·4	85·1	813·2
1965	166·7	27·0	213·0	112·8	301·9	1v3·7	132·8	98·8	151·9	1,308·6	319·2	88·1	901·3
1966	161·6	50·2	231·1	116·0	307·7	115·2	129·1	86·2	153·8	1,350·9	307·8	84·8	958·3
1967	186·3	77·2	192·0	116·4	300·6	116·4	105·8	83·7	131·6	1,310·0	267·7	87·8	954·5
1968	195·6	83·0	197·2	103·1	298·5	97·6	127·0	76·3	137·9	1,316·2	273·8	93·2	949·2
1963 1st quarter	33·4	5·0	32·6	40·1	59·0	24·0	20·6	19·0	23·8	257·5	64·5	15·0	178·0
2nd quarter	36·4	6·4	35·1	36·9	60·2	25·0	20·7	20·7	26·7	268·1	67·7	17·2	183·2
3rd quarter	35·8	7·3	34·1	29·7	61·8	24·6	21·9	20·4	27·4	263·0	64·4	18·6	180·0
4th quarter	39·4	8·1	34·1	29·4	58·4	24·4	23·3	19·6	29·9	266·6	67·0	18·7	180·9
1964 1st quarter	39·3	10·3	37·6	28·2	67·0	21·2	25·3	22·1	29·7	280·7	69·2	20·7	190·8
2nd quarter	40·8	6·6	41·1	27·8	72·1	23·0	28·4	21·1	34·2	295·1	72·8	21·2	201·1
3rd quarter	41·8	5·4	42·7	29·1	73·0	19·5	29·7	24·4	33·1	298·7	72·8	21·6	204·3
4th quarter	40·3	5·8	49·4	29·3	75·1	22·4	33·7	23·2	36·0	315·2	76·6	21·6	217·0
1965 1st quarter	42·0	6·8	52·0	28·7	80·1	25·1	35·0	26·8	39·0	335·5	85·2	22·4	227·9
2nd quarter	39·7	6·2	51·0	28·1	72·1	24·0	31·4	26·1	35·9	314·5	78·0	21·2	215·3
3rd quarter	42·7	6·2	58·0	28·8	69·9	26·4	34·3	22·8	37·9	327·0	79·3	21·1	226·6
4th quarter	42·3	7·8	52·0	27·2	79·8	28·2	32·1	23·1	39·1	331·6	76·7	23·4	231·5
1966 1st quarter	40·9	10·0	61·2	28·7	74·9	31·0	31·6	20·6	40·7	339·6	76·5	21·6	241·5
2nd quarter	39·6	11·6	55·0	27·6	77·6	28·8	34·8	20·7	37·6	333·3	74·7	22·5	236·1
3rd quarter	40·0	14·6	57·9	29·2	78·3	27·8	31·9	21·5	40·2	341·4	77·7	21·1	242·6
4th quarter	41·1	14·0	57·0	30·5	76·9	27·6	30·8	23·4	35·3	336·6	78·9	19·6	238·1
1967 1st quarter	46·4	15·2	47·4	30·3	74·6	28·6	28·6	21·0	34·4	326·5	73·9	19·5	233·1
2nd quarter	47·0	19·6	55·1	31·9	79·1	31·0	26·6	21·9	32·3	344·5	70·7	22·1	251·7
3rd quarter	46·1	20·8	42·8	29·5	74·5	28·4	24·8	21·6	32·1	320·6	62·1	23·0	235·5
4th quarter	46·8	21·6	46·7	24·7	72·4	28·4	25·8	19·2	32·8	318·4	61·0	23·2	234·2
1968 1st quarter	45·0	18·9	45·0	31·5	73·6	23·4	28·8	19·4	30·7	316·3	62·0	24·1	230·2
2nd quarter	49·7	20·9	48·5	24·5	70·2	24·1	26·4	17·8	34·7	316·8	68·2	22·0	226·6
3rd quarter	50·3	20·7	47·6	24·4	76·4	28·9	30·6	17·0	33·4	329·3	73·8	23·0	232·5
4th quarter	50·6	22·5	56·1	22·7	78·3	21·2	41·2	22·1	39·1	353·8	69·8	24·1	259·9
1969 1st quarter													
2nd quarter													
3rd quarter													
4th quarter													

(Continued on next page)

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices of the Board of Trade:

BILLINGHAM:
Queensway House, West Precinct,
Town Centre, Billingham, Teesside.
Tel.: 0642 53677 Telex: 58608
Answer Back: INGRA BILLHAM.

BOOTLE:
St. Peter's House,
Stanley Precinct, Bootle,
Lancashire, L20 3LZ.
Tel.: 051-922 4030. Telex: 627162.
Answer Back: INGRA BOOTLE.

CARDIFF:
24-26 Newport Road, Cardiff, CF2 ISY,
Tel.: 0222 42611. Telex: 49538.
Answer Back: INGRA CARDIFF.

GLASGOW:
Magnet House, 71 Waterloo Street,
Glasgow, C.2.
Tel.: 041-221 9833. Telex: 77583.
Answer Back: BOT GLASGOW.

SOUTHEND:
Colman House, Victoria Avenue,
Southend-on-Sea, Essex.
Tel.: 0702 41341. Telex: 99288.
Answer Back: INGRA SOUTHEND.

All requests for information and application forms for computers and ships should be addressed to Southend.

CAPITAL EXPENDITURE, *continued*

Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1963 prices seasonally adjusted (a) (c) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP				ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Other Industries	Total	New building work	Vehicle	Plant and machinery
	Standard Industrial Classification Headings						
	810, 831, 832	820	XVII, Part of XIX, Part of XXI, Part of XXII, XXIII	XVII, Part of XIX, XX Part of XXI Part of, XXII, XXIII			
1960	102	182	474	758	308	206	244
1961	107	203	542	852	355	220	277
1962	105	196	551	852	373	207	272
1963	115	212	609	936	385	239	312
1964	134	243	711	1,088	430	286	372
1965	133	226	748	1,107	432	289	386
1966	120	198	743	1,061	404	297	360
1967	139	200	764	1,103	416	299	388
1968	142	202	808	1,152	396	308	448
1963 1st quarter	28	53	142	223	96	54	73
2nd quarter	29	50	152	281	97	59	75
3rd quarter	29	53	151	233	95	58	80
4th quarter	29	56	164	249	97	68	84
1964 1st quarter	31	58	171	260	99	70	91
2nd quarter	32	63	168	263	104	68	91
3rd quarter	33	62	187	282	114	75	93
4th quarter	38	60	185	283	113	73	97
1965 1st quarter	37	59	189	285	113	76	96
2nd quarter	32	57	185	274	108	72	94
3rd quarter	33	56	176	264	105	68	91
4th quarter	31	54	198	284	106	73	105
1966 1st quarter	30	51	185	266	103	74	89
2nd quarter	31	49	187	267	101	75	91
3rd quarter	30	49	186	265	101	74	90
4th quarter	29	49	185	263	99	74	90
1967 1st quarter	32	49	190	271	104	72	95
2nd quarter	35	49	196	280	105	77	98
3rd quarter	36	50	195	281	103	76	102
4th quarter	36	52	183	271	104	74	93
1968 1st quarter	38	53	200	291	101	78	112
2nd quarter	33	51	198	282	102	73	107
3rd quarter	34	48	203	285	99	77	109
4th quarter	37	50	207	294	94	80	120

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing industry (b)	Distributive and service industries (excluding shipping)	Shipping industry	Total
1960	1,021	718	162	1,901
1961	1,239	821	132	2,192
1962	1,168	844	107	2,119
1963	1,055	936	84	2,075
1964	1,216	1,107	123	2,446
1965	1,401	1,156	100	2,657
1966	1,504	1,136	99	2,739
1967	1,465	1,196	140	2,801
1968	1,526	1,291	231	3,048
1963 1st quarter	240	219	22	481
2nd quarter	263	226	15	504
3rd quarter	264	227	22	513
4th quarter	288	264	25	577
1964 1st quarter	268	260	23	551
2nd quarter	295	264	25	584
3rd quarter	303	277	33	613
4th quarter	350	306	42	698
1965 1st quarter	333	290	15	638
2nd quarter	329	284	30	643
3rd quarter	352	269	21	642
4th quarter	387	313	35	735
1966 1st quarter	357	283	21	661
2nd quarter	357	282	22	661
3rd quarter	378	272	26	676
4th quarter	412	299	30	741
1967 1st quarter	354	293	29	676
2nd quarter	370	300	44	714
3rd quarter	354	291	25	670
4th quarter	387	312	42	741
1968 1st quarter	342	322	41	705
2nd quarter	355	313	39	707
3rd quarter	379	309	56	744
4th quarter	450	347	95	892

Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) 1958 Standard Industrial Classification Orders III to XVI.

(c) 1958 Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Industry's stocks in the fourth quarter of 1968

REVISED ESTIMATES of industry's stocks and work in progress showed a rise of £121 million (seasonally adjusted, 1963 prices) during the last quarter of 1968 – the highest quarterly rate of stockbuilding recorded since 1964. Manufacturers' stocks accounted for the largest share of this increase, but when compared with stocks levels the rises in stocks held by distributors were proportionately more significant. In particular, the rate of retailers' stockbuilding during the quarter has only been exceeded by that for the first quarter of 1968.

The volume estimates of stock changes now shown have been revised to a 1963 price base (with the exception of the stocks/production ratio). A note concerning this appears later in this article.

Manufacturers' stocks

Despite increases throughout the last three quarters of 1968 manufacturers' stocks have not recovered from the destocking which started in the second quarter of 1967 and culminated in the abnormally sharp drop shown in the first quarter of 1968. The stocks/production ratio showed a further fall and is now less than a point above the very low level recorded at the beginning of 1960 (1958 prices).

The increase of £48 million (1963 prices) in the fourth quarter was due to rises in stocks of finished goods and holdings of materials. No significant change was recorded for work in progress. The increase in stocks of materials and fuel, which was spread over most industry groups, is the first for two years – investment in these stocks tends to be cyclical. All industry groups showed an increase in total stocks apart from the engineering industry whose stocks have been falling since the middle of 1967.

The engineering industry also accounts for the drop in stocks shown over 1968 as a whole by manufacturing industry. The food, drink and tobacco group showed little change over the year. The other four groups all showed the pattern of a fall in stock in the first quarter, more than balanced by rises in the remaining three to show moderate increases over 1968 as a whole.

Distributors' stocks

The rise of £71 million (1963 prices) shown by wholesalers' stocks over 1968 as a whole – one of the largest yearly increases recorded for this group – was due mainly to the rise in stocks of general wholesale distributors whose stockbuilding has shown a steady rate of increase over the year. The other two groups shown have recorded smaller increases over 1968.

1968 showed the highest yearly rate of stockbuilding recorded for retailers – the main increases occurring during the first and fourth quarters.

Volume series revised on to a 1963 price basis

Since these series were last published in the *Board of Trade Journal* of March 7, the estimates of changes in the volume of stocks have been revised and are now published on a 1963 instead of a 1958 price base as formerly. As well as the straight change of base year this has involved two other changes. First the composition and relative weighting of the assets whose prices are combined to make the price index for each manufacturing and wholesaling industrial group have been revised on the basis of information obtained from the 1963 census of production and the 1965 census of distribution. The composition of assets used in the price indices should therefore reflect a more up-to-date estimate of the composition of the stocks of the industry group concerned. This does not apply to the estimates for the retail trade where reweighting of the price indices will not be possible until the results of the 1966 census of distribution are available. The rebasing for this series is therefore provisional only.

Secondly, the seasonal adjustment for all three series has been revised and new seasonal adjustment factors produced. These differ slightly from previous factors partly because more recent information has been used and, in the case of the manufacturing and wholesale series, partly because the re-weighting of the price indices may marginally affect the seasonal pattern.

During the rebasing of the volume series for manufacturing and wholesaling stocks the opportunity was taken of making some marginal refinements to the price adjusted data and this will also have affected the published figures slightly. However, none of these improvements have affected the figures of book values of stocks at all.

It should be emphasized that all the figures shown in the article are aggregations of other figures, some of which may be positive, and some negative. It is not possible, therefore, to reduce any valid relationship between the 1963 based figures and the previously published 1958 based figures. The re-weighting of the price indices, which in some cases was quite substantial, would further invalidate any such comparisons.

The index of manufacturing production is not yet available on a 1963 price base; hence table 5 and the accompanying chart are still shown on a 1958 price base.

Table 1. Changes in the volume of industry's stocks at 1963 prices seasonally adjusted (a)

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1968	6,979	1,224	1,359	9,562
1960	+547	+50	+39	+636
1961	+231	+38	+30	+299
1962	+ 26	+22	+15	+ 63
1963	+123	+31	+57	+ 11
1964	+411	+91	+50	+552
1965	+262	+49	+45	+356
1966	+147	+19	+ 6	+172
1967	— 39	+10	+11	— 17
1968	— 21	+71	+95	+144
1963 1st quarter	+ 46	— 5	+ 3	+ 44
2nd quarter	— 25	+27	+18	+ 20
3rd quarter	+ 15	—16	— 1	— 2
4th quarter	+ 87	+25	+37	+149
1964 1st quarter	+ 99	+11	+ 2	+112
2nd quarter	+127	+21	+11	+159
3rd quarter	+ 85	+19	+19	+123
4th quater	+100	+41	+18	+158
1965 1st quarter	+ 68	— 3	+10	+ 75
2nd quarter	+ 79	+ 1	+ 4	+ 84
3rd quarter	+ 69	+20	+17	+106
4th quarter	+46	+31	+14	+ 90
1966 1st quarter	+ 73	— 5	+20	+ 88
2nd quarter	+ 4	— 4	+28	+ 28
3rd quarter	+ 66	+21	—17	+ 69
4th quarter	+ 5	+ 7	—25	— 13
1967 1st quarter	+ 26	— 2	+15	— 39
2nd quarter	— 10	+ 1	+15	+ 7
3rd quarter	— 25	—10	—21	— 56
4th quarter	— 30	+22	+ 2	— 7
1968 1st quarter	—100	+ 6	+49	— 45
2nd quarter	+ 24	+22	+ 1	+ 47
3rd quarter	+ 7	+10	+ 5	+ 22
4th quarter	+ 48	+33	+40	+121

(*Continued on next page*)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered,*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable,*

INDUSTRY'S STOCKS, *continued*

Changes in industry's stocks at 1963 prices seasonally adjusted

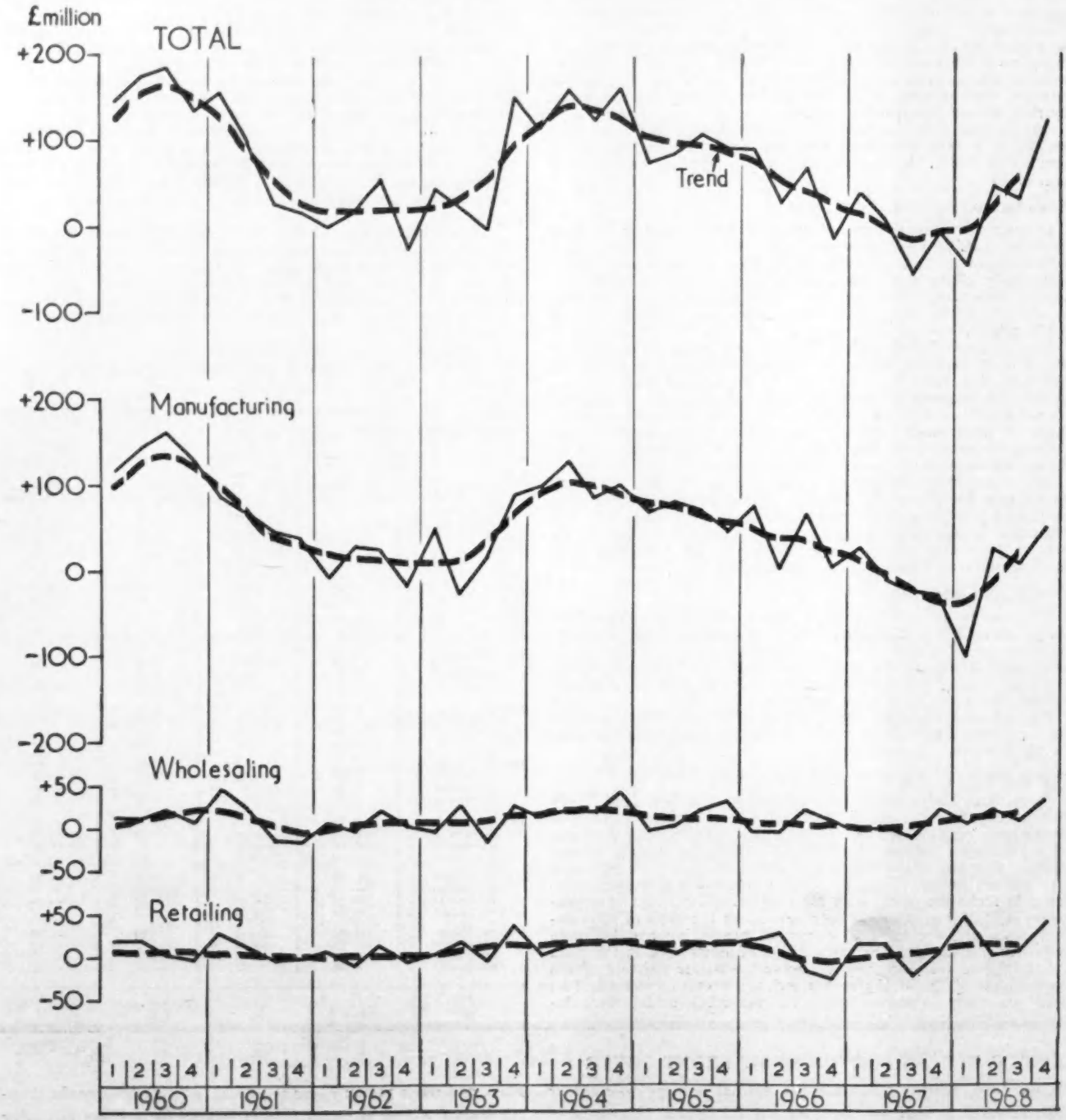


Table 2. Changes in volume (at 1963 prices seasonally adjusted) of stocks held by manufacturing industry (a) (b) (f)

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering shipbuilding and vehicles	Textiles leather and clothing	Other manufacturing industries	Total all manufacturing industries	Materials and fuel	Work in progress	Finished goods
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1968	898	632	526	3,449	746	729	6,979	2,377	2,663	1,939
1960	+45	+41	+83	+288	+30	+61	+547	+230	+146	+171
1961	+10	+17	+13	+154	+ 8	+29	+231	+ 40	+103	+ 99
1962	+23	+ 3	−18	+ 41	−19	− 3	+ 26	− 62	+ 42	+ 46
1963	+44	−11	+ 2	+ 75	+ 2	+12	+123	+ 2	+100	+ 21
1964	+ 6	+41	+31	+240	+61	+32	+411	+147	+177	+ 87
1965	+ 1	+25	+26	+171	− 2	+41	+262	+ 56	+ 98	+108
1966	− 5	+26	−16	+ 85	+26	+30	+147	− 20	+ 33	+134
1967	+20	+ 3	−27	+ 10	−33	−12	− 39	− 38	+ 33	− 34
1968	− 1	+47	+30	−129	+ 9	+23	− 21	− 12	− 24	+ 15
1963 1st quarter	+ 2	+ 4	+ 2	+ 28	−10	+20	+ 46	− 15	+ 24	+ 38
2nd quarter	+ 9	− 9	− 2	− 13	− 2	− 9	− 25	− 15	+ 11	− 21
3rd quarter	+ 9	− 7	− 1	+ 8	+ 8	− 2	+ 15	+ 11	+ 20	− 16
4th quarter	+24	+ 1	+ 3	+ 51	+ 5	+ 3	+ 87	+ 21	+ 46	+ 20
1964 1st quarter	+11	+12	+ 9	+ 48	+17	+ 2	+ 99	+ 60	+ 31	+ 8
2nd quarter	− 1	+ 8	+16	+ 76	+20	+ 9	+127	+ 31	+ 56	+ 41
3rd quarter	− 7	+10	+ 1	+ 65	+ 7	+ 9	+ 85	+ 13	+ 47	+ 25
4th quarter	+ 3	+12	+ 4	+ 51	+17	+13	+100	+ 43	+ 43	+ 13
1965 1st quarter	−13	− 3	+10	+ 55	+10	+10	+ 68	+ 1	+ 49	+ 19
2nd quarter	+ 1	+20	N/C	+ 50	− 4	+12	+ 79	+ 30	+ 7	+ 42
3rd quarter	+16	+ 3	+ 7	+ 37	− 7	+14	+ 69	+ 14	+ 34	+ 22
4th quarter	− 3	+ 4	+10	+ 29	− 1	+ 6	+ 46	+ 11	+ 9	+ 26
1966 1st quarter	+ 5	+11	− 4	+ 42	+ 6	+13	+ 73	+ 4	+ 18	+ 51
2nd quarter	+ 2	+ 5	−18	+ 4	+ 7	+ 5	+ 4	− 19	+ 13	+ 10
3rd quarter	−13	+ 4	+18	+ 38	+ 9	+ 9	+ 66	+ 24	+ 1	+ 41
4th quarter	+ 1	+ 6	−11	+ 1	+ 5	+ 3	+ 5	− 28	+ 1	+ 32
1967 1st quarter	+ 1	+ 5	− 4	+ 25	− 6	+ 5	+ 26	− 8	+ 15	+ 19
2nd quarter	+ 2	−19	− 7	+ 26	− 7	− 5	− 10	− 19	+ 4	+ 6
3rd quarter	+19	+19	−13	− 36	− 4	−11	− 25	− 4	+ 3	− 24
4th quarter	− 2	− 3	− 4	− 5	−17	N/C	− 30	− 7	+ 11	− 34
1968 1st quarter	+ 9	−11	− 1	− 81	− 7	− 9	−100	− 9	− 32	− 59
2nd quarter	− 3	+25	+ 9	− 27	+ 8	+12	+ 24	− 2	N/C	+ 25
3rd quarter	−13	+14	+ 7	− 7	+ 2	+ 5	+ 7	− 13	+ 7	+ 13
4th quarter	+ 7	+19	+16	− 15	+ 7	+15	+ 48	+ 11	+ 1	+ 36

Notes relating to Tables 1-4:

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) 1958 Standard Industrial Classification Orders III-XVI.
(c) 1958 S.I.C. Minimum List Headings 810, 831, 832.
(d) 1958 S.I.C. Minimum List Headings 820.
(e) 1958 S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(*Continued on next page*)

Robert Hough

WASTE PAPERS · ALL TEXTILE WASTES
RAGS · ROPES · JUTE · FLAX · HEMP
SISAL · MANILA · COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: 01-987 5632/5
Telex No.: 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL · MARLOW · BUCKS · Tel: MARLOW 4488

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED · MANUFACTURERS & PROCESSORS · IMPORTERS & EXPORTERS

RH ESTABLISHED 1860

INDUSTRY'S STOCKS, *continued*

Table 3. Changes in the volume of stocks (at 1963 prices seasonally adjusted) held by wholesalers (a) (f)

£ million

Period	SIC MLH 810 General wholesale distributors	SIC MLH 831 Dealers in coal, builders' materials, etc.	SIC MLH 832 Dealers in industrial materials and machinery	Total wholesalers
Level of stocks at December 31, 1968	783	122	319	1,224
1960	+27	+ 4	+19	+50
1961	+27	N/C	+11	+38
1962	+ 4	+ 4	+15	+22
1963	+14	+ 5	+11	+31
1964	+47	+13	+30	+91
1965	+23	+ 5	+21	+49
1966	+13	N/C	+ 7	+19
1967	+ 5	N/C	+ 5	+10
1968	+53	+ 6	+12	+71
1963 1st quarter	— 5	+ 3	— 3	— 5
2nd quarter	+17	+ 3	+ 8	+27
3rd quarter	—17	— 4	+ 5	—16
4th quarter	+19	+ 4	+ 2	+25
1964 1st quarter	N/C	+ 5	+ 6	+11
2nd quarter	+10	+ 1	+10	+21
3rd quarter	+ 4	+ 7	+ 7	+19
4th quarter	+33	N/C	+ 7	+41
1965 1st quarter	— 9	+ 1	+ 6	— 3
2nd quarter	N/C	— 2	+ 3	+ 1
3rd quarter	+13	+ 2	+ 5	+20
4th quarter	+19	+ 5	+ 7	+31
1966 1st quarter	— 6	+ 4	— 2	— 5
2nd quarter	— 2	— 1	— 1	— 3
3rd quarter	+19	— 3	+ 5	+21
4th quarter	+ 2	N/C	+ 6	+ 7
1967 1st quarter	—14	+ 3	+ 9	— 2
2nd quarter	+ 8	— 6	— 1	+ 1
3rd quarter	— 7	+ 2	— 6	—10
4th quarter	+18	+ 1	+ 2	+22
1968 1st quarter	+ 9	+ 3	— 6	+ 6
2nd quarter	+12	+ 3	+ 7	+22
3rd quarter	+15	— 1	— 3	+10
4th quarter	+18	+ 1	+14	+33

Table 4. Changes in the value of stocks (at book values) held by manufacturers and distributors (a)

£ million

Period	Manufacturing (b)	Wholesaling (c)	Retailing (d)	Total (e)
Level of stocks at December 31, 1968	8,196	1,431	1,562	11,189
1960	+591	+ 56	+ 44	+690
1961	+312	+ 43	+ 61	+416
1962	+ 78	+ 32	+ 45	+155
1963	+250	+ 48	+ 63	+360
1964	+593	+133	+ 90	+815
1965	+489	+ 74	+ 66	+628
1966	+365	+ 48	+ 44	+458
1967	+ 69	+ 47	+ 21	+137
1968	+402	+132	+179	+713
1963 1st quarter	+ 69	— 6	+ 56	+119
2nd quarter	+ 4	+ 23	— 6	+ 20
3rd quarter	+ 16	+ 23	— 13	+ 27
4th quarter	+161	+ 8	+ 26	+195
1964 1st quarter	+138	+ 15	+ 55	+208
2nd quarter	+185	+ 32	+ 13	+230
3rd quarter	+116	+ 65	+ 7	+187
4th quarter	+154	+ 21	+ 15	+191
1965 1st quarter	+124	+ 2	+ 69	+195
2nd quarter	+153	+ 14	— 5	+162
3rd quarter	+108	+ 62	+ 2	+172
4th quarter	+104	— 4	N/C	+ 99
1966 1st quarter	+162	+ 7	+ 81	+250
2nd quarter	+138	+ 10	+ 25	+173
3rd quarter	+ 69	+ 51	— 23	+ 97
4th quarter	— 4	— 20	— 39	— 62
1967 1st quarter	— 14	— 16	+ 66	+ 36
2nd quarter	+ 18	+ 1	+ 7	+ 26
3rd quarter	+ 18	+ 29	— 41	+ 6
4th quarter	+ 48	+ 33	— 11	+ 70
1968 1st quarter	+ 10	+ 23	+114	+147
2nd quarter	+150	+ 29	+ 29	+208
3rd quarter	+115	+ 54	— 7	+162
4th quarter	+128	+ 25	+ 43	+196

Statistics on Incomes, Prices, Employment and Production

Issues of this bulletin appear at regular intervals and give factual and up-to-date information on wage rates, earnings, hours of work and other conditions of employment, manpower, prices, production, profits and other relevant subjects. Part of the information included has not previously been published.

30s. *per issue* (*by post* 30*s.* 10*d.*)

'The booklet does collate a lot of interesting information . . .' The Economist

HMSO

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

Table 5. The relationship of manufacturers' stocks to manufacturing production

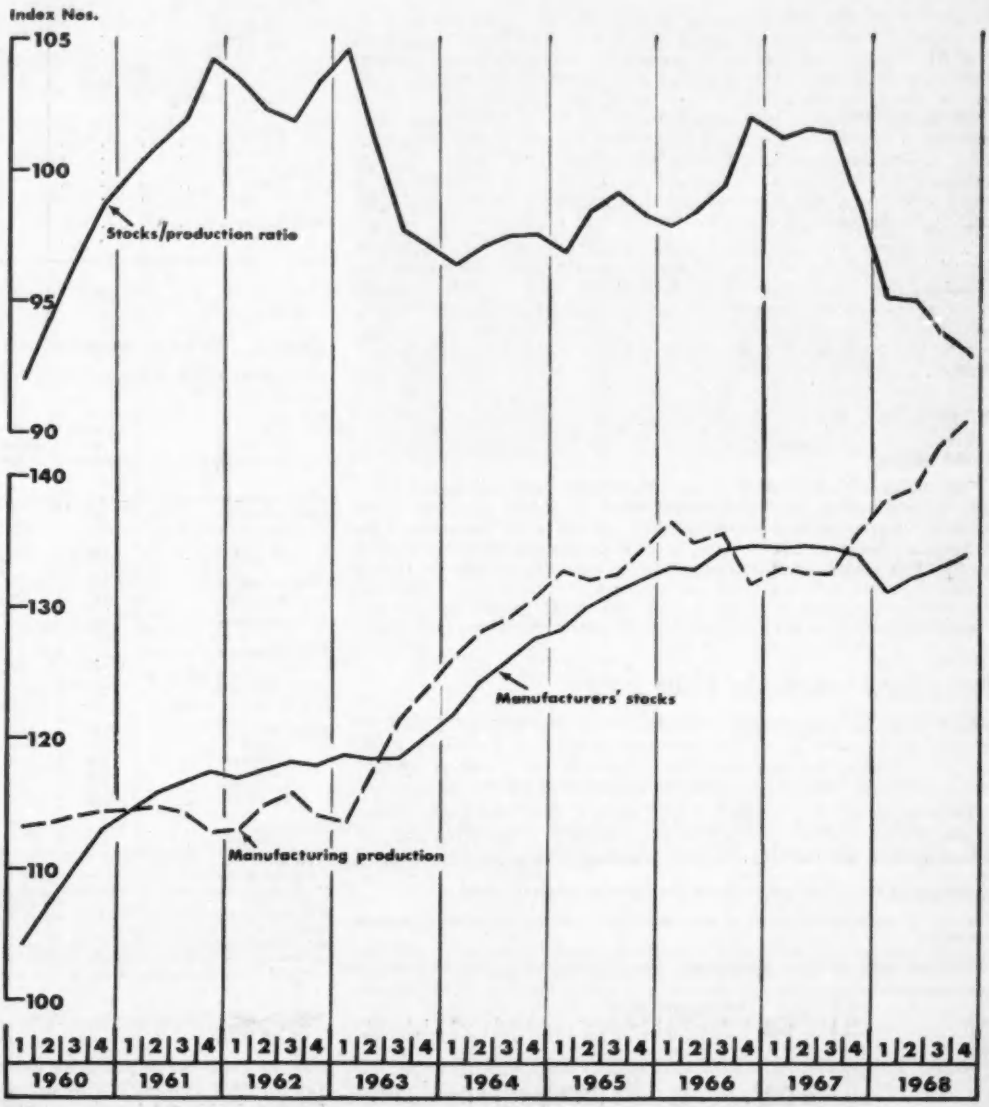
Period (quarters)		Index numbers 4th quarter 1957 = 100 Seasonally adjusted		
		Stock levels (at 1958 prices) (1)	Production (with 1958) net output weights) (1) & (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	98·9
	3	100	102	98·0
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·4
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·6
	2	119	117	101·0
	3	119	121	97·7
	4	120	124	97·1
1964	1	122	126	96·4
	2	124	128	97·1
	3	126	129	97·5
	4	128	131	97·6
1965	1	128	133	96·8
	2	130	132	98·5
	3	131	133	99·1
	4	132	134	98·3
1966	1	133	136	97·8
	2	133	135	98·4
	3	135	135	99·3
	4	135	132	102·0
1967	1	134	133	101·2
	2	135	133	101·6
	3	134	133	101·4
	4	134	136	98·7
1968	1	131	138	95·2
	2	132	139	95·0
	3	133	142	93·7
	4	134	144	92·9

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*... essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*" – *The Times*

Monthly **5s.** (*by post* **5s. 6d.**). Annual subscription **£3 6s.** including postage.

Government publications can be purchased from the Government bookshop in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Retail sales in February

RECENT EVIDENCE SUGGESTS that there has been a levelling off in the upward movement of retail sales experienced in the second half of 1968. The volume of retail sales in the three months ended February 1969 was, after seasonal adjustment, much the same as in the preceding period of three months, but 1 to 1½ per cent less than in the three months ended February 1968, when trade was influenced by the consumer durable goods sales boom then prevailing. The increase in the sales of clothing and footwear shops between the two latest three months' periods was matched by a small decline in the sales of durable goods shops and a larger decline in the sales of other non-food shops.

There have been considerable fluctuations in the seasonally adjusted index of the volume of retail sales in recent months: the October figure of 103 (1966=100) being followed by 106 in November, 104 in December and 105 in January. The low figure of 101 for February is likely to be explained in part by the exceptionally cold weather and snow in this month, and other special factors.

VALUE OF SALES

Food shops

The value of the sales of food shops after seasonal adjustment, was maintained at much the same level as in the previous three months, largely because of the effect of recent price increases. This is apparent amongst the many kinds of businesses included in this group. The turnover of off-licences has been fluctuating in recent months, but the 8 per cent increase between February 1968 and 1969, which contrasts with the higher increases reported in recent months, was almost entirely accounted for by the rise in prices.

Clothing and footwear shops

The value of the sales of clothing and footwear shops, which had been showing quarterly increases of 5 and 6 per cent on a year earlier throughout 1968, was no higher in February 1969 than in February 1968, although it is estimated that there was a 3 per cent increase in prices over this period. After allowing for seasonal influences, the turnover of these shops in February was about 5 per cent below the level of the previous three months.

The contrast with recent changes in turnover was most marked in the case of women's wear shops, where the value of sales was 1 per cent lower than in February 1968, whereas in the previous three months sales were on average some 6 per cent higher on a year earlier. This fall was no doubt largely due to the exceptional weather already mentioned.

Durable goods shops

The value of the sales of durable goods shops in February was,

Retailers' stocks in February

THE VALUE of stocks held by retailers at the end of February showed an increase of 12 per cent compared with February 1968, a slightly higher increase than that shown in the previous month, but lower than the comparable figure for December.

In volume terms, retailers' stocks were 6 per cent higher than in the corresponding month last year, slightly larger than the increase shown in January.

Estimate of level and percentage changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164	176	157
1969	151	155										
1968	+2	+2	+5	+5	+6	+6	+8	+8	+9	+10	+11	+13
1969	+11	+12										
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136	146	130
1969	124	127										
1968	+1	+1	+4	+2	+3	+2	+4	+4	+5	+5	+6	+8
1969	+5	+6										

Note:
Retailers' stocks at end December 1960 were £993 million at current prices.

Table 1. Volume of retail sales seasonally adjusted (*)

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops
1967 1st quarter	100	100	101
2nd quarter	100	100	100
3rd quarter	102	102	102
4th quarter	104	103	104
1968 1st quarter	106	101	110
2nd quarter	102	101	102
3rd quarter	103	102	103
4th quarter	104	104	104
1968 3 months – Sept. to Nov.	104	104	103
3 months – Dec. to Feb., 1969	103	104	103
Percentage change	Nil	Nil	Nil
1968 July	102	101	103
August	104	102	106
September	102	103	102
October	103	103	102
November	106	106	106
December	104	104	104
1969 January	105	104	105
February	101	103	99

Table 2. Value of retail sales seasonally adjusted (*)

Index number of value of sales per week (current prices) (a)

	All kinds of business	Food shops	Non-food shops		
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1967 1st quarter	102	102	102	103	100	103
2nd quarter	101	102	101	99	101	101
3rd quarter	103	103	103	102	105	103
4th quarter	106	106	106	104	110	106
1968 1st quarter	109	106	113	108	124	111
2nd quarter	107	106	108	104	106	110
3rd quarter	109	108	109	108	110	110
4th quarter	111	112	110	108	112	111
1968 3 months – Sept. to Nov.	110	111	109	107	111	110
3 months – Dec. to Feb. 1969	112	113	111	111	111	111
Percentage change	+2	+2	+2	+4	Nil	+1
1968 July	108	106	109	106‡	110	109
August	110	108	112	112	112	114
September	109	110	108	106	109	108
October	109	111	108	102	113	111
November	112	113	112	113	112	112
December	112	113	111	111	111	111
1969 January	114	113	114	114	114	113
February	111	113	109	107	108	109

(*) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(†) Including department stores and mail order businesses.

Table 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

February – Index numbers of values of sales per week (current prices) and percentage changes on a year earlier (a).

Figures for earlier periods appeared in the *Board of Trade Journal* of February 7, 1969.

1966 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	100	+ 2	99	+ 1	105	+ 4	100	+ 3
FOOD SHOPS	111	+ 8	105	+ 5	123	+12	107	+ 9
Grocers	113	+ 9(f)	105	+ 5	128	+14	108	+12(f)
Butchers	113	+ 6	..	..	..	..	..	..
Greengrocers, fruiterers	95	+ 4	95	+ 3	109	+12	79	— 6
Fishmongers, poulterers	98	— 1	..	..	..	..	..	
Bread and flour confectioners	113	+ 5(g)	112	+ 5	115	+ 5	..	
Off-licences	99	+ 8	87	+ 2	109	+13	..	
Dairymen	113	+ 5	..		..		111	+ 4
NON-FOOD SHOPS	91	— 3	..	..	..	..	..	..
Clothing and footwear shops	80	Nil	79	— 2	83	+ 2	64	— 8
Footwear shops	74	+ 3	81	+ 3	72	+ 3	64	— 2
Men's and boys' wear shops	82	— 1	82	Nil	85	— 2	57	— 8
Womens', girls' and infants' wear, drapery and general clothing shops	81	— 1	78	— 4	86	+ 4	66	— 9
Large (c)	—		73	— 3	—		—	
Medium (c)	—		75	— 6	—		—	
Small (c)	—		81	— 3	—		—	
Durable goods shops	100	—11	96	— 9	109	—13	79	—20
Furniture shops	88	—14	88	—13	87	—18	—	
Large (c)	—		84	— 3	—		—	
Medium and small (c)	—		89	—13	—		—	
Other durable goods shops	112	— 8	107	— 5	116	—11	—	
Electricity showrooms	129	— 8	—		129	— 8	—	
Gas showrooms	95	—27	—		95	—27	—	
Radio and television rental specialists	..		..		137	+ 7	—	
Radio and electrical goods shops (including radio and cycle shops and perambulator shops) (e)	105	—10	—		—		—	
Miscellaneous non-food shops (b)	95	Nil	..		..		..	
Confectioners, tobacconists, newsagents	101	+ 1	100	+ 1	103	— 1	—	
Booksellers, stationers	..		110	+ 3	..		—	
Chemists, photographic goods dealers (d)	94	+ 4	93	+ 4	96	+ 5	89	— 3
Jewellers	94	— 3	94	— 5	92	+ 7	—	
Leather goods, sports goods, toys and fancy goods shops	69	— 2	..		..		—	
Ironmongers and hardware shops	95	— 3	98	— 1	75	—13	—	
Other miscellaneous non-food shops	—		99	— 5	—		—	
Department stores	81	— 7	—		—		—	
Mail order businesses	99	— 7	—		—		—	

after seasonal adjustment, about 4 per cent lower than in the previous three months. The November restrictions on instalment credit sales have had a marked effect, but although after allowing for seasonal influences, credit sales of durable goods shops in the three months ended February were about 10 per cent below the level prevailing in the three months ended October, this decrease was offset by the 3 per cent increase in the cash turnover of these shops between the two periods.

The sales of furniture shops showed a decrease of 4 per cent compared with February 1968; indeed, sales were lower than in February 1966. The substantial fall of 27 per cent in the turnover of gas showrooms more than off-sets the large increase recorded between February 1967 and 1968. Radio and television rental specialists, however, continued to show increases in their takings compared with a year earlier.

Other non-food shops

The turnover of department stores showed a decrease of 7 per cent compared with February 1968. Part of this decrease was accounted for by the exceptional sales of their furniture and electrical departments in February 1968, which inflated the figures at that time, and part to the weather conditions which have also noticeably affected the sales of clothing and footwear shops. Mail order houses also showed a decrease in turnover of 7 per cent compared with 1968. The turnover of these organizations generally tends to be erratic, and the postal strike at the beginning of this period may have had an adverse effect on sales.

The value of the sales of miscellaneous non-food shops showed no increase compared with February 1968. Turnover of confectioners and tobacconists continued to be very dull, the 1 per cent increase on a year earlier being much less than the increase in tobacco and confectionery prices over the year – but in most kinds of business included in miscellaneous non-food shops, the volume of sales fell between February 1968 and 1969. In only a few cases, such as jewellery shops, is this due to sales being particularly buoyant in February 1968.

YUGOSLAV DELEGATION SEES FACSIMILE EQUIPMENT

A top-ranking Yugoslav delegation, including a Minister and senior police officials, recently visited Muirhead Limited's plant at Beckenham to see the range of facsimile equipment for document, fingerprint and photographic transmission. Picture shows Mr. R. R. Wood, marketing director, Muirhead Limited (right), describing features of the Mufax document facsimile communication equipment to Mr. Bojan Skrk, Assistant Federal Secretary for Internal Affairs (left), and Mr. Franc Bajt, officer in charge, Criminal Police of Slovenija.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery 10 a.m. to 1 p.m. Saturdays.

RETAIL SALES, *continued*

1966=100

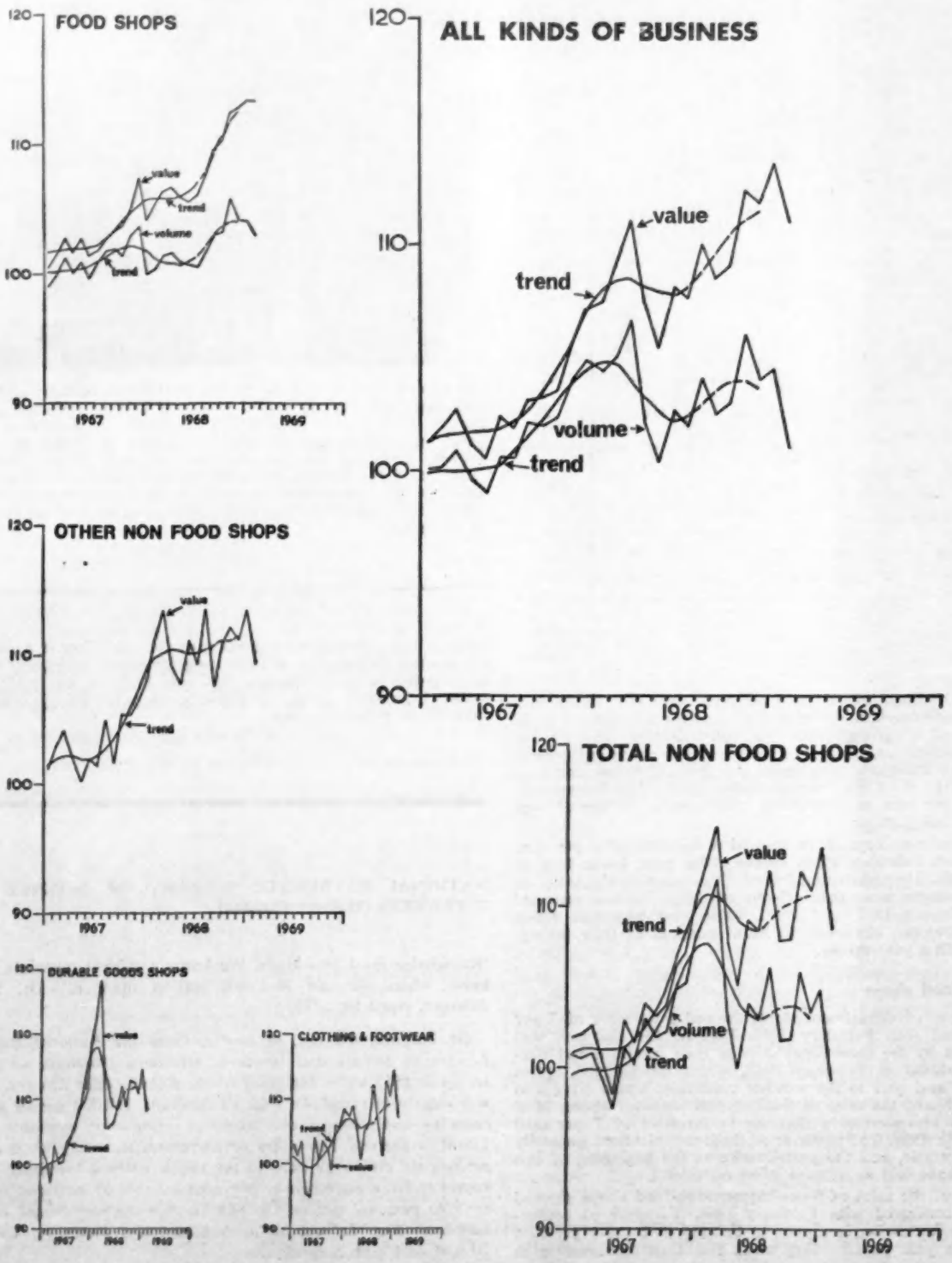


Table 4. Index numbers of sales per week (not seasonally adjusted) and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume.

1966 = 100

Sales in 1966 – provisional estimates (£ million)	All kinds of business (£11,372)		Food shops (£4,952)		Non-food shops: Total (£6,420)		Clothing and footwear shops (£1,727)	Durable goods shops (£1,176)	Miscellaneous non-food shops (b) (£2,542)	Department stores (£544)	Mail order businesses (£431)
	Value	Volume*	Value	Volume*	Value	Volume*					
1967 Year	103 + 3	101 + 1	103 + 3	101 + 1	103 + 3	102 + 2	102 + 2	104 + 4	103 + 3	104 + 4	106 + 6
1968 Year	109 + 6	104 + 2	108 + 5	102 + 1	110 + 7	105 + 3	107 + 6	113 + 9	110 + 7	112 + 8	115 + 8
1967 1st quarter	94 + 3	93 Nil	100 + 4	99 + 1	90 + 2	88 — 1	84 + 2	94 — 2	91 + 3	88 + 1	93 + 5
2nd quarter	98 + 1	97 — 1	101 + 2	99 Nil	96 Nil	95 — 2	97 — 1	94 — 1	96 + 1	93 Nil	101 + 6
3rd quarter	100 + 3	98 + 2	100 + 2	99 + 2	99 + 3	98 + 2	97 + 2	102 + 5	101 + 2	99 + 4	91 + 4
4th quarter	120 + 5	118 + 4	111 + 4	108 + 2	127 + 6	125 + 6	129 + 4	125 +12	123 + 5	135 + 8	140 + 8
1968 1st quarter	101 + 7	98 + 5	103 + 4	99 + 1	99 +10	97 + 9	89 + 6	116 +24	97 + 7	100 +14	102 +10
2nd quarter	104 + 6	99 + 2	106 + 4	100 + 1	103 + 7	98 + 3	104 + 6	99 + 5	104 + 9	99 + 7	109 + 8
3rd quarter	106 + 6	100 + 1	105 + 5	100 Nil	106 + 7	100 + 2	102 + 6	108 + 6	109 + 8	107 + 8	95 + 5
4th quarter	126 + 5	118 Nil	118 + 6	110 + 2	133 + 5	125 Nil	135 + 5	128 + 2	130 + 5	141 + 5	151 + 8
1968 December	145 + 4	135 — 1	128 + 5	117 + 1	158 + 4	148 — 1	169 + 5	136 Nil	160 + 5	170 + 2	149 + 8
1969 January	105 + 6	97 Nil	111 + 9	102 + 4	101 + 3	93 — 3	99 + 5	112 — 4	96 + 5	117 + 4	82 + 7
February	100 + 2	91 — 4	111 + 8	101 + 2	91 — 3	84 — 9	80 Nil	100 —11	95 Nil	81 — 7	99 — 7
1969 Year to date†	+ 4	— 2	+ 8	+ 3	Nil	— 6	+3	— 8	+3	Nil	— 1

(i) Analysis by kind of business: value only.

Sales in 1966 – provisional estimates (£ million)	Food shops: Grocers (f) (£2,919)	Butchers (£724)	Greengrocers, fruiterers (£312)	Fishmongers, poulterers (£82)	Bread and flour confectioners (g) (£254)	Off-licences (£217)	Dairymen (£444)	Clothing and footwear shops: Footwear shops (£268)	Men's and boys' wear shops (£362)	Women's wear shops (£1,097)
1967 Year	103 + 3	101 + 1	101 + 1	99 — 1	104 + 4	106 + 6	104 + 4	102 + 2	100 Nil	102 + 2
1968 Year	109 + 6	105 + 4	99 — 2	99 Nil	111 + 6	116 +10	109 + 5	106 + 4	106 + 5	108 + 6
1967 1st quarter	100 + 4	102 + 2	96 + 4	100 + 2	100 + 4	87 + 7	102 + 3	81 + 3	87 Nil	84 + 2
2nd quarter	101 + 2	98 + 2	111 — 2	99 — 3	103 + 3	87 + 4	105 + 5	102 — 3	97 — 3	97 Nil
3rd quarter	101 + 3	96 — 1	103 + 1	94 — 3	104 + 4	91 + 6	104 + 5	99 + 3	97 + 2	96 + 2
4th quarter	111 + 4	110 + 3	93 Nil	103 Nil	110 + 6	157 + 5	108 + 5	125 + 5	121 + 2	132 + 4
1968 1st quarter	104 + 4	106 + 3	93 — 3	99 — 1	105 + 5	97 +11	108 + 6	84 + 3	93 + 6	89 + 6
2nd quarter	107 + 5	101 + 3	107 — 3	100 + 1	111 + 8	92 + 6	107 + 2	106 + 4	102 + 5	104 + 7
3rd quarter	107 + 6	100 + 5	102 Nil	95 + 1	111 + 7	100 + 9	109 + 5	103 + 3	102 + 5	102 + 6
4th quarter	119 + 7	114 + 4	93 Nil	103 Nil	116 + 5	175 +12	113 + 5	132 + 5	125 + 4	138 + 5
1968 December	127 + 6	123 + 2	102 — 1	105 — 3	120 + 5	262 +10	115 + 5	156 + 3	160 + 5	176 + 5
1969 January	112 +10	115 + 7	91 + 3	102 + 3	107 +10	116 +20	112 + 5	94 + 3	106 + 3	98 + 7
February	113 + 9	113 + 6	95 + 4	98 — 1	113 + 5	99 + 8	113 + 5	74 + 3	82 — 1	81 — 1
1969 Year to date†	+10	+ 6	+ 3	+ 1	+ 8	+14	+ 5	+ 3	+1	+ 3

Sales in 1966 – provisional estimates (£ million)	Durable goods shops: Furniture shops (£486)	Electricity showrooms (£65)	Gas showrooms (£92)	Radio and television rental specialists§ (£109)	Radio and electrical goods, etc., shops (e) (£333)	Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£1,030)	Booksellers, stationers‡ (£79)	Chemists, photographic goods dealers (d) (£350)	Jewellers (£116)	Leather goods, sports goods, toys and fancy goods shops (£123)	Ironmongers and hardware shops (£298)	Other miscellaneous non-food shops (h) (£100)
1967 Year	100 Nil	116 +16	108 + 8	109 + 9	108 + 8	103 + 3	105 + 5	103 + 3	104 + 4	102 + 2	102 + 2	103 + 3
1968 Year	106 + 6	140 +21	116 + 7	121 +11	118 + 9	108 + 6	112 + 8	111 + 8	117 +12	110 + 7	109 + 6	108 + 5
1967 1st quarter	89 — 5	99 + 8	98 + 4	110 + 5	96 Nil	97 + 4	97 + 4	87 + 1	79 + 1	72 + 3	95 + 2	98 + 2
2nd quarter	93 — 6	104 +10	99 + 5	103 + 6	91 + 2	98 + 1	88 + 5	96 + 1	83 — 1	83 — 2	99 Nil	105 + 1
3rd quarter	98 — 1	116 +19	111 +10	107 +10	104 +10	103 + 2	96 + 5	105 + 3	97 + 1	103 + 1	101 + 2	96 + 3
4th quarter	118 + 9	143 +24	124 +13	115 +16	140 +17	114 + 4	137 + 4	123 + 5	158 +11	151 + 5	116 + 5	113 + 6
1968 1st quarter	106 +19	154 +56	128 +31	127 +15	122 +27	100 + 3	105 + 8	95 + 9	102 +28	76 + 6	101 + 7	104 + 6
2nd quarter	99 + 6	110 + 6	101 + 3	109 + 6	96 + 6	106 + 8	93 + 6	104 + 8	92 +11	90 + 9	107 + 9	113 + 8
3rd quarter	101 + 3	137 +18	112 + 1	119 +11	111 + 6	111 + 8	105 +10	113 + 7	106 + 9	111 + 8	106 + 5	100 + 4
4th quarter	118 Nil	159 +12	121 — 2	127 +11	143 + 2	117 + 3	147 + 7	131 + 6	168 + 6	162 + 8	121 + 5	115 + 1
1968 December	122 — 2	151 + 2	105 + 1	124 +13	167 — 1	134 + 3	183 + 7	170 + 5	257 + 4	252 + 7	137 + 4	133 + 1
1969 January	105 — 4	144 — 5	91 —12	138 + 8	117 — 6	100 + 4	14 +11	101 + 9	89 + 4	82 + 9	98 + 4	88 + 1
February	88 —14	129 — 8	95 —27	137 + 7	105 —10	101 + 1	110 + 3	94 + 4	94 — 3	69 — 2	95 — 3	99 — 5
1969 Year to date†	— 9	— 6	—20	+ 7	— 8	+ 3	+ 7	+ 7	Nil	+ 4	Nil	— 2

*Average 1966 prices. ‡Independent retailers only. §Multiple retailers only. †January-February.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by February 1969 sales was the four weeks from January 26, 1969, to February 22, 1969, the corresponding period in 1968 was from January 28, 1968, to February 24, 1968. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops, but not multiple rental specialists.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery department of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

Hire purchase and other instalment credit business in February

IN THE four months November to February, instalment credit extended by finance houses and the instalment credit sales of durable goods shops, after allowing for seasonal factors, were on average 10 per cent and 6 per cent lower than the average levels in the preceding four months of 1968. The total amount of credit made available by finance houses and durable goods shops combined has fallen in every month since the tightening of controls in November 1968.

Accompanying the lower level of new business there was in the four month period a small fall, on a seasonally adjusted basis, of £3 million in the total debt outstanding; this fall contrasts with the rise in debt of £18 million in the preceding four month period.

Finance houses

New credit extended by finance houses in February was 23 per cent lower than in February 1968, a decrease larger than that recorded in January, and in the fourth quarter of 1968. Most categories of finance house business showed decreases on a year earlier; this was most marked in the motor vehicle sector, although there was an increase of 7 per cent in credit advanced for commercial vehicles. Credit extended for new and used cars was 35 per cent and 30 per cent respectively lower than in February 1968; these decreases which follow a similar fall for new cars and a smaller drop for used cars in January, are partly a reflection of the high level of car sales in the corresponding months a year earlier.

Debt owed to finance houses, on a seasonally adjusted basis, fell by £4 million in February returning it to its end October level of £761 million.

Durable goods shops and department stores

Instalment credit sales of durable goods shops in February were 22 per cent lower than a year earlier, continuing the decline which first started in October 1968; as stocks of goods bearing the old purchase tax rates are exhausted, the effects of the November measures are becoming more evident. Sales of furniture shops fell by 24 per cent compared with a year ago, and, as in previous months, showed a larger decrease than that of other durable goods shops.

The instalment credit sales of department stores in February were 8 per cent lower than in February 1968, the largest monthly decrease on a year earlier since January 1967.

On a seasonally adjusted basis, debt owed to durable goods shops fell by £2 million in the month, producing a total drop of £6 million since the end of October 1968; this fall is in contrast to the increase of £7 million between end July and end November 1968.

Other instalment credit retailers

The instalment credit sales of general mail order houses, which account for the greater part of the credit business of this group of traders, were 7 per cent less than in February 1968, a fall which followed an increase of 7 per cent in January; this is the first fall on a year earlier recorded since May 1967, when there was a fall of 1 per cent.

Debt outstanding to this group of retailers fell by £5 million in the month, due mainly to seasonal factors.

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted series.

	Finance Houses		Durable Goods Shops		Total of instalments outstanding to finance houses, durable goods shops and department stores	
	New instalment credit extended per calendar month Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Instalment credit sales per week Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Amount at end of period £ million	Change in period £ million
1965	127	836	112	329	1,196	+ 81
1966	108	756	93	278	1,063	—133
1967	120	742	94	248	1,018	— 45
1968	124	766	102	250	1,047	+ 29
1966 1st quarter	128	841	104	324	1,194	— 2
2nd quarter	120	830	95	313	1,171	— 23
3rd quarter	98	799	88	298	1,124	— 47
4th quarter	86	756	83	278	1,063	— 61
1967 1st quarter	92	719	87	266	1,011	— 52
2nd quarter	101	687	88	255	967	— 44
3rd quarter	141	707	96	247	979	+ 12
4th quarter	147	742	105	248	1,018	+ 39
1968 1st quarter	138	769	120	252	1,049	+ 31
2nd quarter	106	745	92	249	1,021	— 28
3rd quarter	125	754	99	249	1,029	+ 8
4th quarter	130	766	98	250	1,047	+ 18
1968 January	137	750	108	246	1,025	+ 7
February	139	758	118	249	1,035	+ 10
March	138	769	130	252	1,049	+ 14
April	103	760	89	252	1,040	— 9
May	116	755	91	251	1,034	— 6
June	100	745	95	249	1,021	— 13
July	127*	745*	94	246	1,018*	— 3*
August			103	247		
September	121	754	101	249	1,029	+ 11
October	143	761	103	251	1,039	+ 10
November	128	766	99	253	1,047	+ 8
December	118	766	94	250	1,047	Nil
1969 January	114	765	92	247	1,042	—5
February	108	761	92	245	1,036	—6
4 months ended October, 1968	130	761	100	251	1,039	+18
4 months ended February, 1969	117	761	94	245	1,036	—3
Percentage change	—10	—	—6	—	—	—

NOTE: Figures for July and August have been combined.

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted series. £ million

Period	New Credit Extended			Repayments	Change in debt
	By Shops (a)	By Finance Houses	Total		
1965	306	727	1,033	952	+ 81
1966	235	621	856	989	—133
1967	235	689	924	969	— 45
1968	262	710	972	943	+ 29
1965 1st Qtr.	79	183	262	230	+ 32
2nd Qtr.	76	186	262	237	+ 25
3rd Qtr.	75	180	255	244	+ 11
4th Qtr.	76	178	254	241	+ 13
1966 1st Qtr.	69	184	253	255	— 2
2nd Qtr.	61	173	234	257	— 23
3rd Qtr.	55	141	196	243	— 47
4th Qtr.	50	123	173	234	— 61
1967 1st Qtr.	53	132	185	237	— 52
2nd Qtr.	53	145	198	242	— 44
3rd Qtr.	61	201	262	250	+ 12
4th Qtr.	68	211	279	240	+ 39
1968 1st Qtr.	77	196	273	242	+ 31
2nd Qtr.	59	151	210	238	— 28
3rd Qtr.	64	178	242	234	+ 8
4th Qtr.	62	185	247	229	+ 18

(a) Durable goods shops and department stores; not including other instalment credit retailers[a]

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Table 3. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243										
Department stores	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30										
Finance Houses	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753	766	768	773	774	778	783	781	781	781	766
	1969	759	757										
Total of above	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047	1,051	1,057	1,047
	1969	1,035	1,030										

Table 3a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 3	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047	1,051	1,057	1,047
	1969	1,035	1,030										
Other instalment credit retailers*	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206										
Grand Total	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215	1,219	1,230	1,231	1,234	1,229	1,226	1,227	1,226	1,236	1,254	1,269
	1969	1,246	1,236										

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

(Continued on next page)

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37s. 6d. (*by post* 39s.)

Government publications can be purchased from the Government Bookshops in London (post orders to PO Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

HIRE PURCHASE, *continued*

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops Total (b) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (c) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (d) (£673)	
1966 Year	93	—17	103	— 1	125	— 6	184	+11	93	— 2	124	— 3
1967 Year	94	+ 2	108	+ 5	119	— 4	195	+ 6	92	— 2	128	+ 3
1968 Year	102	+ 8	115	+ 7	120	+ 1	210	+ 8	93	+ 1	137	+ 7
1968 1st quarter	111	+38	105	+18	96	+ 7	188	+10	69	Nil	129	+20
2nd quarter	86	+ 4	104	+ 8	110	Nil	201	+ 8	85	+ 2	124	+ 6
3rd quarter	96	+ 4	102	+ 3	102	— 1	175	+ 5	84	+ 2	120	+ 4
4th quarter	113	— 7	149	+ 1	174	Nil	278	+ 8	132	+ 1	173	+ 2
1968 January	104	+27	121	+20	86	+ 4	141	+ 6	60	+ 1	112	+15
February	112	+36	98	+21	93	+ 6	196	+ 9	65	+ 7	131	+19
March (a)	117	+50	98	+15	105	+ 8	219	+14	80	— 5	142	+24
April	83	+ 1	102	+ 7	108	+ 3	188	+ 2	86	+ 7	119	+ 2
May	88	+ 3	109	+ 5	113	— 4	208	+ 7	88	— 6	128	+ 4
June (a)	87	+ 8	101	+12	109	+ 1	205	+14	83	+ 4	125	+10
July	94	+ 6	116	+ 5	103	Nil	164	+ 6	86	+ 2	117	+ 5
August	93	+ 6	91	+ 5	93	+ 1	167	+ 7	80	+ 6	114	+ 6
September (a)	100	Nil	101	— 1	109	— 2	191	+ 3	84	— 1	127	+ 1
October	115	— 1	123	— 2	130	+ 1	263	+ 7	84	— 2	159	+ 3
November	116	— 6	140	+ 3	165	— 4	299	+11	113	+ 1	178	+ 3
December (a)	110	—12	178	+ 2	216	+ 2	274	+ 8	185	+ 2	181	Nil
1969 January	88	—15	117	— 3	83	— 3	151	+ 7	58	— 4	107	— 4
February	87	—22	90	— 8	91	— 2	182	— 7	55	—15	114	—13

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total): Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Furniture Shops: Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Other Durable Goods Shops: Total (excluding Co-operative Societies) (£143) (e)		Radio and electrical, etc. goods shops (f) (£82)	
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21
1967 Year	94	+ 2	81	— 1	104	+ 4	91	— 4	88	— 5	86	— 8	90	— 2	101	+ 9	82	+ 7
1968 Year	102	+ 8	87	+ 8	113	+ 8	96	+ 5	90	+ 2	87	+ 1	94	+ 4	113	+13	90	+11
1968 1st quarter	111	+38	98	+39	121	+39	107	+36	96	+27	92	+26	100	+28	125	+48	101	+46
2nd quarter	86	+ 4	71	+ 3	98	+ 6	77	— 4	80	+ 5	80	+ 8	81	+ 3	93	+ 5	72	+ 6
3rd quarter	96	+ 4	79	+ 1	109	+ 6	90	+ 1	83	— 1	79	Nil	86	— 2	109	+ 8	84	+ 4
4th quarter	113	— 7	101	— 4	123	— 8	109	— 7	101	—13	96	—19	107	— 9	125	— 1	104	— 3
1968 January	104	+27	99	+30	105	+23	111	+34	94	+20	83	+15	104	+24	111	+31	97	+36
February	112	+36	99	+38	121	+35	108	+44	96	+24	97	+22	94	+25	127	+45	106	+43
March (a)	117	+50	96	+47	134	+54	103	+32	99	+36	95	+38	102	+35	136	+64	102	+58
April	83	+ 1	69	— 1	95	+ 2	75	Nil	81	+ 4	84	+11	78	— 2	87	— 2	70	+ 2
May	88	+ 3	72	+ 2	101	+ 6	78	— 8	81	+ 6	81	+11	81	+ 2	98	+ 3	77	+ 7
June (a)	87	+ 8	72	+ 8	98	+10	77	— 5	80	+ 5	76	+ 2	83	+ 7	95	+13	70	+ 7
July	94	+ 6	81	+ 5	103	+ 7	93	+ 3	86	+ 5	82	+ 9	90	+ 3	102	+ 7	79	+ 3
August	93	+ 6	77	+ 6	106	+ 7	85	+ 6	81	+ 4	77	+ 5	85	+ 3	106	+ 8	85	+11
September (a)	100	Nil	79	— 6	116	+ 4	90	— 4	82	— 9	80	— 9	84	— 9	118	+ 8	88	Nil
October	115	— 1	98	+ 1	128	— 1	106	— 9	97	— 9	90	—16	103	— 3	133	+ 7	103	+ 2
November	116	— 6	102	— 4	124	— 9	123	Nil	101	—13	89	—19	113	— 8	127	— 2	102	— 3
December (a)	110	—12	103	— 7	117	—14	99	—10	105	—17	106	—20	105	—13	117	— 7	106	— 7
1969 January	88	—15	83	—16	92	—12	84	—25	76	—19	66	—21	86	—17	100	—10	82	—16
February	87	—22	79	—20	96	—21	68	—37	72	—24	70	—28	75	—21	104	—18	87	—18

(a) Average of five weeks. (b) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (c) Includes credit traders calling on customers. (d) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (e) Comprises electricity and gas showrooms radio and electrical goods shops (including radio and television rental specialists). (f) Comprises radio and electrical goods shops, cycle and perambulator shops.

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 4*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.* 1*d.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 4*d.*), No. 13 The Supervisor and His Job **3s. 6d.** (3*s.* 10*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 4*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 11*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 10*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 7*d.*)
Prices in brackets include postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor-cycles, side-cars, power assisted cycles (£38 million)		Caravans new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1966 Year	132	−23	117	−14	87	− 4	42	− 29	121	− 2	109	+ 6	158	−10	57	−20	140	−11	108	−15
1967 Year	152	+16	137	+17	90	+ 3	44	+ 5	115	− 5	110	Nil	180	+14	59	+ 4	131	− 6	120	+11
1968 Year	146	− 4	138	Nil	102	+14	46	+ 4	143	+25	103	− 6	174	− 3	70	+18	158	+21	124	+ 3
1968 1st quarter	184	+67	155	+63	116	+45	44	+ 96	134	+38	92	− 2	192	+12	74	+36	164	+28	139	+48
2nd quarter	135	− 3	142	+ 6	106	+ 6	53	− 9	170	+24	91	− 9	185	− 9	63	+17	163	+21	125	+ 3
3rd quarter	143	−22	144	−19	89	− 1	54	− 5	172	+25	111	−17	155	−12	66	+18	144	+16	122	−12
4th quarter	121	−31	109	−24	98	+ 7	34	− 15	98	+10	120	+ 5	165	− 2	76	+ 6	160	+18	108	−14
1968 January	163	+53	123	+58	106	+45	32	+102	94	+54	78	− 4	193	+21	84	+37	174	+21	124	+43
February	181	+71	158	+67	101	+35	45	+107	125	+42	90	+ 6	175	+15	65	+31	147	+25	134	+50
March	207	+76	183	+63	141	+54	54	+ 85	182	+29	107	− 8	208	+ 2	74	+40	171	+40	160	+50
April	124	+ 5	137	+23	101	+ 9	52	+ 19	147	+17	88	−17	174	−22	63	+33	165	+24	120	+10
May	149	+11	156	+24	121	+13	55	− 21	191	+39	99	+12	220	+13	68	+19	183	+43	140	+18
June	133	−21	134	−20	94	− 5	53	− 14	172	+15	85	−18	160	−17	56	+ 2	142	− 2	116	−15
July	126	−35	158	−13	99	+10	57	− 6	189	+32	108	−19	169	− 1	69	+28	165	+32	128	− 9
August	178	+ 2	146	−13	88	Nil	60	+ 5	174	+26	116	−15	169	− 4	68	+24	143	+19	130	− 3
September	124	−31	129	−29	80	− 7	46	− 15	153	+16	108	−16	127	−31	62	+ 4	124	− 2	108	−24
October	150	−28	145	−20	110	+ 5	50	− 4	136	+20	122	Nil	172	− 9	81	+15	154	+15	129	−13
November	132	−42	109	−36	100	+ 4	35	− 13	87	Nil	122	− 8	162	−12	77	+ 3	175	+23	111	−24
December	81	−14	73	− 6	84	+17	16	− 39	70	+ 6	115	+31	161	+20	70	+ 1	152	+15	84	+ 2
1969 January	104	−36	99	−20	106	Nil	20	− 36	77	−18	111	+43	160	−17	73	−13	186	+ 7	102	−17
February	117	−35	111	−30	109	+ 7	25	− 44	102	−18	66	−27	137	−22	58	−12	153	+ 4	104	−23

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, March 28, 1969.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Inadmissible Evidence	Br/E 34013	95	March 24	Paramount Pictures (UK) Ltd.	Woodfall Film Productions Ltd.
Where's Jack?	Br/E 34015	119	March 26	" "	Oakhurst Productions Ltd.
The Assassination Bureau	Br/E 34021	110	March 27	" "	Heathfield Films Ltd.
Red Arrows	Br/E 34022	12	March 27	" "	Image in Industry Ltd.
The Pipeliners	Br/E 34023	30	March 27	Rank Film Distributors Ltd.	Gordon Bradley Ltd.
Movietone News 2076A	Br/E 33793	9	March 28	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2077	Br/E 33794	7	March 28	" "	" "
Pathe News 69-25	Br/E 33846	9	March 28	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-26	Br/E 33847	9	March 28	" "	" "
FOREIGN					
The One Eyed Soldiers	F 34014	80	March 25	United Artists Corp. Ltd	Avala Film, Belgrade, Baco Entertainments, Zurich and United Screen Arts, New York.
Ski Party	F 34016	79	March 26	Warner-Pathe Distributors Ltd.	American International Pictures.
100 Rifles	F 34017	109	March 27	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corp.
The Swedish Fanny Hill	F 34018	90	March 27	Miracle Films Ltd.	Minerva Film, Stockholm.
I, A Virgin	F 34019	85	March 27	" "	Sandrew Film and Teater, A.B., Stockholm.
I am Curious – Yellow	F 34020	105	March 27	" "	" "
World Wide Jamboree XII	F 34024	17	March 27	Paramount Pictures (UK) Ltd.	Paramount Pictures Corp.
Tapestry in Thailand	F 34025	17	March 27	" "	" "
Sleeping Bag	F 34026	10	March 27	" "	" "
See the USA. The Dixie Circle and the Dixie Land Trail	F 34027	16	March 27	" "	" "
Swinging Brazil	F 34028	18	March 27	" "	" "
Boston: The Freedom Trail	F 34029	16	March 27	" "	" "
Beach Comber	F 34030	10	March 27	" "	" "
Getting Wetter	F 34031	11	March 27	" "	" "
Windy Day	F 34032	10	March 27	" "	" "
The Squaw Path	F 34033	6	March 27	" "	" "
The Perfect Game	F 34034	9	March 27	" "	" "
Buckskin	F 34035	65	March 27	" "	A. C. Lyles Productions Inc.
Escalation	F 34036	92	March 28	Gala Film Distributors Ltd.	La Cemo Film, Rome.
The Sex Tile	F 34037	91	March 28	" "	Palladium, Copenhagen.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

British Film Fund Agency returns

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended February 22, 1969:

Distributors' earnings submitted:

	£	£
High cost films	778,625	
Low cost films:		
Eligible (after multiplying by 2½)	20,834	
Not eligible for 2½ times rental	6,191	
		805,650
Films of less than 3,000 ft. (after multiplying by 2½)		43,377
		£849,027

Levy collections paid to Agency by HM Customs and Excise to March 3, 1969, together with an estimate of collections approximately covering entertainments for four weeks ended February 22, 1969 £329,500

The fourth interim allocation for the twelfth distribution period will be at the rate of 43 per cent.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year, post free:
Paper and Paper Making Materials for January 1969

Quarterly at 7s. 6d. a year, post free:
Carpets and Rugs for October-December 1968
Polishes for October-December 1968
Lace for October-December 1968

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on March 14, page 750.

Civil Aviation Series:

Monthly at £1 a year, post free:
Airlines for December 1968

Quarterly at 7s. 6d. a year, post free:
Airlines for October-December 1968

A complete list of titles in the Civil Aviation Series is as follows:

Airport Activity (M)
Air Passengers (M)
Air Freight and Mail (M)
Airlines (M)
Airlines (Q)

Orders, deliveries, production and exports in the engineering industries

THE MINISTRY of Technology have announced that the following amendments should be made to the figures published in last week's *Journal* (page 908).

Table 1

The only provisional figures on this table are for January 1969.

Production seasonally adjusted for electrical engineering (2), the percentage change should read '-4'.

Table 2

In the Total column beneath Net New Orders (2) and Deliveries (2), 'Average 1948 deliveries=100' should read 'Average 1958 deliveries =100'.

Export Net New Orders for the 3rd quarter 1968 should read '174'.

Table 3

Total Net New Orders (3) for the year 1967 should read 144.

The Note at the bottom of the page for (1) should read—

Engineering and electrical goods (SIC Ord VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (*Part SIC Ord VIII*)

Table 4

Engineers' small tools and gauges, year 1965 should read 88.2.

Mining machinery, 4th quarter 1968 should read as 15.6.

Components not included above and subcontract sales should read as 295.9 for the year 1967.

All values on this table are in £ million.

CONTACT US AT THE SACHET CENTRE
JOHN TYE & SON (Packages) LTD.
717 North Circular Rd., London, N.W.2
Tel.: 01-450 7232 (6 lines)

LEADING CONTRACT PACKERS

WE FILL sachets, bottles, jars, plastic tubes with customers products such as liquids, pastes, oils, creams, lacquers and paints.

WE MANUFACTURE similar products for customers under control of our qualified chemists.

WE MAKE and print P.V.C. wallets and covers to your special requirements.

Analysis of man-made fibre production in 1968

THE TOTAL PRODUCTION of man-made fibres in the United Kingdom during 1968 was a record 1,188.6 million lbs., an increase of 24 per cent over the previous year.

Production of synthetic fibres in 1968, at 591.7 million lbs., was 37 per cent more than in 1967; output of synthetic continuous filament increased by 31 per cent, while output of synthetic staple rose by 44 per cent. Synthetic fibres have increased their share of total production steadily, from 23 per cent in 1960 to virtually 50 per cent in 1968 (45 per cent in 1967).

Production of non-synthetic fibres in 1968 rose to 596.9 million lbs., 13 per cent more than in 1967. Production of viscose fibres increased by 11 per cent due to the continued buoyancy in the production of viscose staple fibre, which rose by 17 per cent; output of viscose filament again declined by 3 per cent. Production of acetate and triacetate fibres in 1968 was 18 per cent more than in 1967; output of continuous filament was 21 per cent more and of staple fibre 9 per cent more.

The above comparisons take into account the change in basis from 'delivered weight' to 'actual weight' for continuous filament yarn.

Analysis of man-made fibre production

million lb. (a)

	Year	Synthetic	Viscose (b)	Acetate and triacetate	Total
Total production	1960	134·4	398·2	59·5	592·0
	1961	145·9	350·4	71·4	567·7
	1962	182·9	366·8	77·5	627·2
	1963	232·3	408·1	78·7	719·2
	1964	278·7	448·1	98·4	825·2
	1965	326·3	434·0	101·8	862·1
	1966	385·3	401·5	94·8	881·6
	1967	427·9	428·8	98·4	955·1
	1968	591·7	479·4	117·5	1,188·6
Continuous filament	1960	82·1	141·6	44·9	268·6
	1961	87·5	121·0	53·5	262·0
	1962	114·0	123·3	53·5	290·8
	1963	141·7	128·2	60·3	330·3
	1964	165·6	138·6	73·9	378·1
	1965	180·0	139·3	77·1	396·4
	1966	211·3	130·0	70·0	411·4
	1967	238·5	128·1	71·8	438·4
	1968	318·1	126·5	88·4	533·0
Staple fibre	1960	52·3	256·6	14·6	323·5
	1961	58·4	229·4	17·9	305·7
	1962	68·8	243·5	24·0	336·3
	1963	90·6	279·9	18·4	388·9
	1964	113·1	309·5	24·5	447·1
	1965	146·3	294·8	24·6	465·7
	1966	174·0	271·4	24·8	470·2
	1967	189·4	300·7	26·6	516·7
	1968	273·6	353·0	29·0	655·7

(a) As from July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight.'

(b) The viscose continuous filament figures include a very small amount of non-synthetics not separately specified.

Exhibitions and Fairs

New shell structure for British Pavilion at Tehran Fair

BRITISH FIRMS have already booked all available space inside and outside the British Pavilion for the 2nd Asian Trade Fair at Tehran from October 5 to 24. The Pavilion will be based on a new form of metallic shell construction designed and built by Vickers using the Triodetic space structure system to provide uninterrupted floor space.

The Central Office of Information, which is responsible for the organization and management of the Pavilion on behalf of the Board of Trade, has ordered a £60,000 Triodetic structure covering 35,000 sq. feet (of 220 x 160 ft. clear span) and incorporating four large curved shells of aluminium alloy tubing, clad in troughed aluminium sheeting. In addition there is an external display area of 25,000 sq. feet.

The Triodetic system, engineered by the South Marston Works of Vickers in association with The British Aluminium Company which will supply the fabricated Triodetic components from their Redditch plant, is a light-weight method of construction in aluminium or steel needing no rivets, bolts or welding. It is designed to cover large clear spans of almost any shape for structures such as exhibition halls, sports arenas, shopping precincts, aircraft hangars and specialist industrial buildings. All component parts and most of the exhibits will be transported overland from Britain.

The interior of the pavilion will comprise shell stands for 53 exhibitors showing a wide range of goods and services (including vehicles, radar, electronics, machine tools, switchgear, printing and agricultural machinery, pharmaceuticals and banking), a trade inquiry point, exhibitor's lounge and cloakrooms. At least seven firms will be exhibiting in the outside area.

The exterior will be lit at night and a symbol featuring the British lion and the AITF emblem will be displayed at the entrance. Huge three-dimensional Union Jacks will complete the entrance treatment.

First joint venture at Amsterdam Boating and Camping Show

A report from the British Embassy, The Hague

THE 14th Hiswa Boating and Camping Exhibition was held in the RAI Building in Amsterdam from March 7 to 16. Of all the available floor space about two-thirds was taken up by pleasure craft and related products while the remainder was devoted to camping equipment. There were 269 exhibitors with products on display from 19 countries, Great Britain and France being the only ones with collective exhibits.

For the first time at this annual event, 11 British firms participated in a joint venture under the auspices of the Board of Trade and sponsored by the Ship and Boat Builders National Federation. Seven of these firms exhibited pleasure craft (luxury motor cruisers, sailing yachts and inflatable boats), the other four showed boat furniture and fittings, electronic navigation equipment and marine paint. The sponsoring Federation staffed an information stand.

All of the joint venture exhibitors expressed themselves satisfied that their participation in the exhibition had enhanced their sales prospects and indicated their intention of taking part in next year's exhibition.

Outside of the joint venture, the products of 40 British manufacturers were displayed on the stands of their Dutch agents. Although these were mainly on the boat side of the show, such items as tents and camping cooking utensils attracted a certain amount of interest.

The British Ambassador, Sir Peter Garran, visited the joint venture stand on March 12 accompanied by his Naval Attaché and Commercial Counsellor.

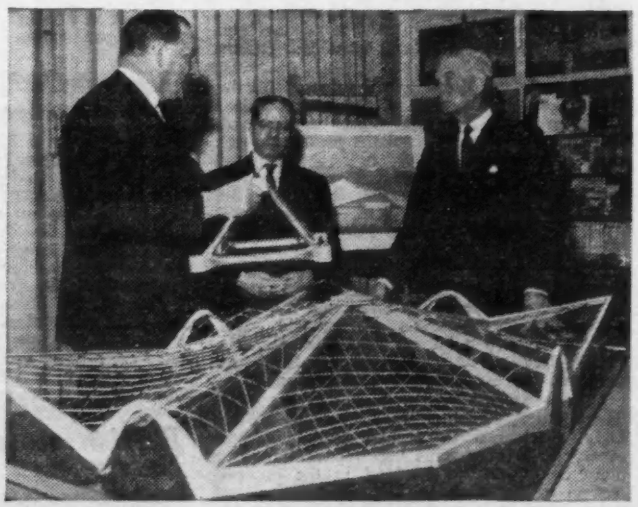
It is expected that the new Amstel Hall of the RAI Building which is at present under construction, will be used to provide extra space for a bigger Hiswa in 1970.

100 UK companies will show at Auckland Trade Fair

ABOUT 100 United Kingdom companies will be participating in the Auckland International Trade Fair which is being held from August 20-September 6. This is the first international fair to be held in Auckland.

A special British pavilion, over 21,000 sq. ft. in size, together with an extensive outdoor area will display the products of the British exhibitors, which will cover a wide range including engineering equipment, agricultural machinery, medical equipment, glassware and sports goods.

Mr. Angus Ogilvy (left) wishes a successful selling trip to the United States to the Jet Sell II team which includes choreographer Lionel Blair and 12 top models. The team, made up of a group of London's leading fashion houses, has been presenting its 1969 autumn collection to about 8,000 buyers in New York.



Discussing the model of the Vickers Triodetic structure for the British Pavilion for the 2nd Asian Trade Fair, Tehran, left to right: Mr. J. H. Robbie, chairman of the Engineering Group of Vickers; H. E. Abbas Aram, Iranian Ambassador in London; and Mr. A. W. Jones, designer, COI Exhibitions Division.

'British Market' stands will promote consumer goods sales in Italy

BRITISH manufacturers of consumer goods who wish to promote sales in Italy are invited to participate on the 'British Market' stands sponsored by the commercial services of the British Embassy and Consulates. 'British Market' stands are planned for the following Italian general trade fairs this year:

May 14-25	Bologna International Samples Fair
May 29-June 9	Padua International Samples Fair
June 15-29	Trieste International Trade Fair
August 3-18	Messina International Trade Fair
September 10-23	Bari International Levante Fair.

To British manufacturers the attraction of participation on these stands is that most of the trouble and expense normally involved in participation in overseas trade fairs can be left to the firm who will be managing the stands on behalf of the British Commercial Services. Moreover, since all products on the stands will be on sale to the public (the Embassy have obtained special permission for this from the fair authorities) it is expected that profits from over-the-counter sales, combined with trade orders, which will be actively pursued, will in most cases more than pay for the cost of a firm's participation.

The initial costs of participation are modest. For a minimum of about £50 per fair, the organizing firm, BEP of Florence, whose directors are two British nationals with long commercial experience in Italy, will allot stand space to the British firm or its Italian agent, import stock on a sale-and-return basis and then will demonstrate and sell it on the stand. An added attraction will be a small English pub which it is hoped will increase circulation of the public through the stands. A report on consumer and trade reaction to products being test-marketed, together with recommendations for future marketing in Italy, will be provided at no extra charge. The Commercial Services of the British Embassy and Consulates in Italy will support participants by publicising the venture and, where necessary, helping the British principals to find agents.

An alternative method of participation is for the firm simply to rent space on the stands from BEP and to organize demonstrations and sales themselves with their own staff.

Commodities thought suitable for promotion on the stand include foods and drinks, household items, hardware, novelties, giftware, toys, cosmetics and men's and ladies' accessories and small items of men's and ladies' wear. Other consumer items would be considered. Several British manufacturers and agents in Italy have already decided to take space.

Firms who are interested in participation on the 'British Market' stands should write as soon as possible, giving details of the products they would like to promote and the names of their agents (if any) in Italy, to the organizers of the stands, British Export Promotions (Mr. Daniel Quinn and Mr. Owen Leonard), via Bolognese 119A, 50139 Florence (Tel. Florence 480722).

Further details are available from the Trade Fairs Branch of the Board of Trade (Mr. F. King, Tel. 01-222 7877, ext. 2782, Telex 27366).

'Impressive British effort' at Geneva Motor Show

A report from the British Consulate-General, Geneva

THE GENEVA International Motor Show, 1969, was opened on March 13 by the President of the Swiss Confederation, Mr. Ludwig Von Moos. A total of 1,222 exhibitors were represented, displaying cars, vehicle accessories, boats, motor cycles, competition vehicles and camping equipment. There were 152 British exhibitors.

As usual, the show was dominated by the private car section and all the larger United Kingdom manufacturers were represented. Also represented were specialist producers such as Jensen, Reliant, Lotus, Aston Martin and Bond. None of the British cars on display was being given its world première, but the Triumph TR6, Jaguar XJ6, Austin 1300 American, Rover 3500 and Ford 'Capri' were being shown for the first time in Switzerland.

Most United Kingdom manufacturers reported increased sales for the year, and also an increased share of the Swiss and European markets. On the Swiss market for 1968, Rootes reported a 78 per cent sales increase, British Leyland 33.5 per cent, Fords 44 per cent and British Vauxhall 11.5 per cent.

Unique at this year's show was the HAS 'Hoverhawk', manufactured by Hover-Air Ltd., which can carry two passengers and plenty of luggage. This versatile craft gave a press demonstration on land in the outdoor section of the show on the opening day and then, later in the show, drew considerable crowds and interest when it made a number of demonstration runs on Lac Leman.

There was also a good showing by British firms in the 'accessories' section, some of whom reported brisk business. There were also British exhibits in the motor cycle section.

The already impressive British participation in this annual show would be even larger if space permitted. Requests for stand space are turned down by the organizers each year. However, a new Exhibition Hall is now being constructed near the airport in Geneva which will provide a much larger area for exhibition purposes. It is anticipated that the new hall will be completed in 1973.

In co-operation with the SMMT, the Board of Trade assisted a number of British exhibitors to participate in the show.

Eleven British exhibitors at Paris fur salon

THERE WILL BE a British representation of 11 firms at the Salon International des Industries de la Fourrure in Paris, from April 12 to 17. The exhibition will take place in the Palais des Expositions du CNIT in the Place de la Defense. The British Section is organized by the London Chamber of Commerce and the London Fur Fashion Export Group as a joint venture with the Board of Trade.

Ten of the British exhibitors are leading manufactureres of made-up furs for men and women of all age groups, and they will all have their latest collections on view. The only non-manufacturer of furs is Herwa Fashions Ltd., who are designers.

British store promotion in Nancy

THE MAGASINS REUNIS store at Nancy, France, is holding a British Store Promotion from October 9 to 18. Magasins Reunis is the largest and most important store in Nancy. Among the goods to be included in the promotion are furniture, foodstuffs, whisky, beer, woollens, knitwear, table ware, pottery and toys. Inquiries should be addressed to: Monsieur Brechon, General Manager, Magasins Reunis, 2 Avenue Foch, 54 Nancy, France, or to Miss Wilmot, British Weeks and Store Promotions Directorate, Room 206, Tower Block, Hillgate House, Old Bailey, London, EC4 (Tel: 01-248 557, Ext. 7211).

Annual British Motor Show in Vancouver attracts 57,000

A report from the British Government Office, Vancouver

THE FOURTH Annual British Motor Show was held at the Bayshore Inn, a luxurious modern hotel on the Vancouver Harbour waterfront, from February 7-11. This event, which is one of three major British car shows in Canada and is the only single-country motor show to be held in Vancouver, is sponsored jointly by the British Automobile Manufacturers Association in Canada (BAMAC) and the Board of Trade. It is a major promotional activity by British car manufacturers to increase sales in the important British Columbia market.

The Show was opened by Sir George Harriman, chairman of the Society of Motor Manufacturers and Traders (SMMT) and chairman of British Leyland Ltd., who flew out from Britain for this purpose.

Twenty-eight models were exhibited by B.M.H., British Leyland, Chrysler (Canada) Ltd., Ford of Canada, General Motors, Lotus and Marcos. This year's Show had a double theme – 'New Trends in the British Motor Industry' and 'Drive with Safety in a British Car'. New models making their Canadian debut were the Austin 1300 'America', the Marcos 1600 GT and the Jaguar XJ-6.

The Show is held each year in the Ballroom of the Bayshore Inn, and it occupies about 8,000 sq. ft. of floor space. The essentially British nature of the occasion was emphasized by a colourful display in the Ballroom of heraldic banners provided by the Board of Trade, and by the presence in front of the hotel of the 'largest mobile Union Jack in the world' – an old London double-decker bus which is being driven round the world by seven intrepid young men from Southend, who specially timed their arrival in Vancouver to coincide with the Show. Their epic story began two years ago, when they bought the bus in a junk yard for £150, with one million miles already on the clock. Since then they have travelled 60,000 miles, and aim to get back to Britain about the end of 1969.

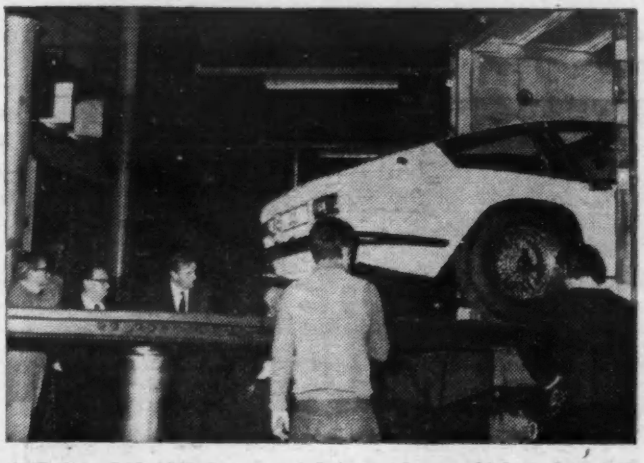
At the luncheon following the official opening, Sir George Harriman said that Britain's economy shows every sign of an upturn during 1969, and one of the most significant contributions will be the export performance of the virile motor industry, which contributes more than $2.1 billion to Britain's balance of payments.

'In Canada we are delighted that in 1968 British sales of 42,000 cars topped all other imports,' said Sir George. 'Germany remains second with 38,000 units and Japan third with 16,000.

'And if you look to British Columbia, Britain still heads the list of importers with 7,500 units, with Japan second and Germany third.'

British car sales in British Columbia rose more than 2,000 units in 1968, up to 40 per cent on 1967.

The Annual British Motor Show is now firmly established as a prestige event in the Vancouver calendar. This year's attendance was 57,000, a capacity crowd for the Show. Dealers expressed themselves as delighted with the response and the prospects resulting from the Show.



A. C. Cars Ltd., shipping one of their new luxury, high-performance GT cars, the seven-litre A.C. 428 Fastback, to the New York Motor Show (April 5-13). The car, which is finished in white with black upholstery, has been ordered by Classic Auto Manufacturing Inc., New York, and will be shown on their stand. More than £1,000,000 has been earned by the company for exports to the US of the present car's predecessor, the A.C. 'Cobra'. It is understood that the new Fastback model is being exhibited with a view to the New York company handling the distributorship for the East Coast of America.

Mr. Christopher Soames (left), British Ambassador .. France, pictured during his official visit to the Paris Agricultural Machinery Show with Mr. Rushton, of The David Brown Corporation Ltd.

BoT support spearheads trade drives in Germany and Sweden

THE BOARD OF TRADE will be supporting collective participations by British firms at 70 specialized and general trade fairs in 27 countries during the period April to June of this year. They will provide excellent opportunities for increasing overseas business, or for exploring the sales prospects in new markets. A wide range of British capital and consumer goods are involved.

A prominent feature of this programme is the special trade drive known as 'Opportunity Germany' which is aimed at highlighting opportunities for increased exports in the Federal Republic during the period when Germany has reduced its import tax by 4 per cent. To encourage firms to increase their efforts in this market, the Board of Trade has published in its *Export Service Bulletin* a series of marketing notes prepared by the Commercial Section of the British Embassy in Germany. During the next three months British firms will be taking part in the International Fashion Trade Fair (IGEDO), Düsseldorf, April 20-24, the 5th International Trade Fair of Packaging Machinery & Materials and Confectionery Machinery (INTERPACK), May 10-16, also in Düsseldorf, the International Fur Fair, Frankfurt, April 23-27, and the Hanover Fair, April 26-May 4. The Hanover Fair has attracted a large number of British firms.

As part of the capital goods trade drive in Sweden, British displays have been organized for events in Stockholm (Protection '69, April 21-27), Halsingborg (Public Works, Building and Transport Fair, May 10-18), Jonkoping (European Agricultural and Industrial Fair, June 6-15), and Gothenburg (International Exhibition for Sea Transport, June 5-10). This drive has also been covered by marketing notes in the *Export Service Bulletin*.

Other commercial centres at which there will be group participations in the next three months include: Amsterdam, Utrecht, Paris, Lille, Vienna, Basle, Milan, Belgrade, Moscow, Poznan, Prague, Helsinki, Bergen, Tokyo, New York, Chicago, Philadelphia, Los Angeles and Toronto.

More firms than ever before are exhibiting at overseas trade fairs under the schemes administered by the Board of Trade.

British equipment at Paris agricultural show impresses buyers

By Roy O. Barnes, Second Secretary (Commercial), HM Embassy, Paris

THE 40TH Salon International de la Machine Agricole held in Paris from March 4-9, provided the opportunity for 45 British manufacturers to show their equipment in the most important exhibition of its kind in Europe. Four members of the Agricultural Engineers Association Limited participated with the support of the Board of Trade under joint venture terms. The exhibition was held at the same time as the 6th Salon International de l'Agriculture at which livestock and farm produce featured. It was the 78th Concours General Agricole. The exhibitions filled to overflowing the vast Porte de Versailles Exhibition Park.

The show, which was open to the paying public, attracted 652,000 visitors – slightly more than in 1968.

British firms reported a more than usually large number of positive inquiries. They were left with the impression that the farmer was about to buy.

The tractor firms, David Brown and BLMC/Nuffield, put on their usual show and were rewarded by a good flow of traffic to their stands. R. A. Lister and Co. introduced their new fertilizer distributor and were pleased with the amount of interest shown.

The Gasgoigne Group Ltd., through their French subsidiary company, exhibited their new 'milk flow indicator' which won the gold medal at the exhibition, from a total of over 400 entries, for the most interesting new product. The award attracted wide interest from French and foreign buyers.

Mr. Morris A. Layley, the Directeur General of Gasgoine France SA, who has been in France since he opened the subsidiary company in 1946, was delighted with the sales value of the award. The Overseas Marketing Coporation made its first appearance at the exhibition and will from now on be actively engaged in marketing agricultural and horticultural equipment in France, operating on its own account from a base just outside Paris.

Mr. Christopher Soames, HM Ambassador in Paris, accompanied by Mr. Leslie M. Minford, Commercial Counsellor, and Mr. Peter Simpson-Jones, President of the British Chamber of Commerce in France, were escorted during the official visit to the exhibition by the President and Secretary-Geeneral of the Salon, and by Mr. F. Dean Swift and Mr. E. C. Lanning of the Agricultural Engineers Association Limited. The Ambassador, who is no stranger in the sphere of agriculture, was impressed by the advanced equipment shown on British stands, and with the drive and enthusiasm of the exporters.

New date for Smithfield Show

THE ROYAL Smithfield Show and Agricultural Machinery Exhibition will start this year on the second Monday of December at Earls Court. For the past five years the show has opened on the first Monday of December, but this year it will take place during the week of December 8-12.

The Royal Smithfield starting date is dependent on an old agreement which the early organizers of the shows had with the Great Smithfield Market. Going back well over 100 years and written into the Royal Smithfield Club's regulations, it stipulates that the show must be held in the week preceding the Great Smithfield Market.

The annual Royal Smithfield Show is organized jointly by the Royal Smithfield Club, the Agricultural Engineers Association and the Society of Motor Manufacturers and Traders.

Separate hall for British textiles at Frankfurt Interstoff

A STRONG CONTINGENT of British textile firms will be participating in this year's Spring Interstoff Fair, which takes place in Frankfurt from May 20 to 23. The British Textile Promotion Consultative Committee, which together with the Board of Trade is organizing the official United Kingdom stand, has announced that there will be 35 companies, representing the wool, textile, cotton, silk, man-made fibres and knitgoods industries.

Because of the size of Britain's collective exhibit, which has grown each year, the Interstoff authorities have agreed to allocate to it a separate hall – No. 2A. This is the first time that any national exhibit has been given its own hall at the fair.

In a 90-mile circle around the cities of Essen/Dortmund
you can reach 30 million people;
in 180 miles, 70 million; in 300 miles, 140 million.

North Rhine-Westphalia is in the center of the market

the ideal location for your new business

Be sure to visit us
at the Hanover Fair.
Hall 9, South side.
Tell us your needs.
We'll give you careful advice.

GESELLSCHAFT FÜR WIRTSCHAFTSFÖRDERUNG IN NORDRHEIN-WESTFALEN MBH

4 DUSSELDORF HAROLDSTR. 31 POSTFACH 3524 TEL 10529 FS 08587830
THE NORTH RHINE-WESTPHALIAN ECONOMIC DEVELOPMENT CORP.

Changes in the Programme of Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (published on March 7, 1969)

The next full supplement will be published on July 2.

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Officer named (Tel. 01-222 7877 except where otherwise shown). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

Where the name A. F. Fenton appears under an event it should be amended to P. J. Dring.

(a) GENERAL

AMENDMENTS – 1969

Poznan: INTERNATIONAL TRADE FAIR – June 8-17, 1969
British Pavilion organized by the Board of Trade. (All space allocated – reserve list in operation).
(B. L. Banks, Ext. 3558)

Cologne: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – October 4-10, 1969
Delete J. V. with Food Machinery Association.

Brno: INTERNATIONAL TRADE FAIR – September 7-17, 1969
Joint ventures with the Federation of Manufacturers of Construction Equipment and the Scientific Instrument Manufacturers' Association. Firms interested in participation should contact the Federation or Association as appropriate.
(B. L. Banks, Ext. 3558)

ADDITION – 1969

Casablanca: 23RD INTERNATIONAL TRADE FAIR – April 24-May 11, 1969
The Board of Trade is organizing an official information stand at this event.
(Miss G. Adams, Ext. 2788)

AMENDMENTS – 1970

Johannesburg: RAND EASTER SHOW
The dates of this event should be amended to read: March 17-30, 1970.

Helsinki: INTERNATIONAL TRADE FAIR – September 17-27, 1970
This entry should be amended to read:
British participation at this event will be a major feature of the 'Britain in Finland 1970' Trade Drive. The Board of Trade is organizing a large capital goods joint venture with the London Chamber of Commerce and a joint venture with the Birmingham Engineering and Building Centre as well as a Display of British Consumer Durable Goods to be sponsored by the British National Export Council. In addition, the Board of Trade is willing to consider joint ventures with other appropriate trade associations. Firms interested in participation should contact without delay one of the above organizations, their own particular trade association, or the Board of Trade.
(A. G. Pearson, Ext. 2398)

ADDITION – 1970

Oslo: BRITISH CONSUMER DURABLES DISPLAY – April 20-26, 1970
A joint venture with the British National Export Council. Firms interested in participation should contact the Council.
(A. G. Pearson, Ext. 2398)

(b) SPECIALIZED

DELETE – 1969

New York: INTERNATIONAL AUTOMOBILE SHOW – March/April, 1969
A joint venture with the Society of Motor Manufacturers and Traders.

Basle: INTERNATIONAL SURFACE TREATMENT EXHIBITION (SURFACE '69) – November 19-25, 1969

AMENDMENTS – 1969

Novi Sad: 1969 INTERNATIONAL AGRICULTURAL FAIR – May 9-19, 1969
A joint venture with The Agricultural Engineers Association. Firms interested in participation should contact the Association.
This entry should be amended to read:

Novi Sad: 1969 INTERNATIONAL AGRICULTURAL FAIR – May 9-19, 1969
A joint venture with The Agricultural Engineers Association.
(B. L. Banks, Ext. 3558)

Santarem: RIBATEJO AGRICULTURAL FAIR – June 1-5
The dates of this event should be amended to read: June 1-15.

St. Gallen: INTERNATIONAL ANTIQUE REPRODUCTIONS EXHIBITION (KOPANTIQUA)
The dates of this event should be amended to read: Trade section June 5-8, 1969.

San Francisco: WESTERN ELECTRONIC SHOW AND CONVENTION – 'WESCON' – August 19-22, 1969
This entry should be amended to read:
A joint venture with the Electronic Engineers Association. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 2788)

Johannesburg: INSTRUMENT CONTROL SOCIETY (I.C.S.S.A.) SHOW – October 13-18, 1969
This entry should be amended to read:
A joint venture with the British Electrical and Allied manufacturers Association. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 2788)

ADDITIONS – 1969

Zagreb: INTERNATIONAL EXHIBITION OF TOURIST, CATERING AND SHOP EQUIPMENT (TU-EX) – April 19-27, 1969
A joint venture with London Chamber of Commerce.
(B. L. Banks, Ext. 3558)

Atlantic City: LEATHER AND ALLIED INDUSTRIES EXPOSITION – June 2-4, 1969
Trade information stand with the Leather Institute.
(Miss G. Adams, Ext. 2788)

Zilina: (Czechoslavakia) INTERNATIONAL SYMPOSIUM AND EXHIBITION OF FINISHING TOOLS AND SMALL ITEMS OF MECHANIZATION IN THE BUILDING INDUSTRY. 'SYMPOMECH' – June 30-July 4, 1969
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(B. L. Banks, Ext. 3558)

(Continued on next page)

Utrecht: INTERNATIONAL EXHIBITION OF METAL FINISHING TECHNIQUES (EUROFINISH/VOM) – September 9-13, 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber of Commerce.
(T. E. Kerfoot, Ext. 3071)

Chicago: NATIONAL OFFICE PRODUCTS ASSOCIATION SHOW – September 24-27, 1969
Possible joint venture with British Stationery and Office Equipment Association. Firms interested in participation should contact the Association.
(P. J. Dring, Ext. 2786)

Montreal: NATIONAL SHOE FAIR – September 28-30, 1969
Probable joint venture with the British Footwear Manufacturers' Federation.
(Miss G. Adams, Ext. 2788)

Belgrade: INTERNATIONAL FAIR OF BUILDING TRADE AND EQUIPMENT, MODERN FURNITURE AND EQUIPMENT FOR INTERIOR DECORATION OF FLATS AND OTHER STRUCTURES – October 4-12, 1969
Possible joint venture with the London Chamber of Commerce.
(B. L. Banks, Ext. 3558)

Toronto: INTERNATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 6-8, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

Geneva: EXHIBITION OF BRITISH ELECTRICAL AND ALLIED COMPONENTS AND PRECISION MACHINING EQUIPMENT – October 1969
A joint venture with the British Electrical and Allied Manufacturers Association. Firms interested in participation should contact the Association.
(T. E. Kerfoot, Ext. 3071)

Warsaw: BRITISH EXHIBITION OF SCIENTIFIC INSTRUMENTS – November 14-24, 1969
A joint venture with the Scientific Instrument Manufacturers' Association. Firms interested in participation should contact the Association.
(B. L. Banks, Ext. 3558)

Copenhagen: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – December 1-5
This entry should be amended to read:
A possible joint venture with the Agricultural Engineers Association. Firms interested in participation should contact the Association.
(A. G. Pearson, Ext. 2398)

AMENDMENTS – 1970

Hamburg: BOAT SHOW – January 22-28, 1970
The dates in this event should be amended to read: January 23-February 1, 1970.

Geneva: 1ST EUROPEAN FESTIVAL, CONGRESS AND EXHIBITION OF RECREATION
The dates of this event should be amended to read: May 28-June 7, 1970.

Moscow: MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY – May/June 1970
The Board of Trade is not at this stage inviting applications from firms, but any firm which would wish to have further information as it becomes available may register its preliminary interest with: J. R. Schaffer, Ext. 2785.
This entry should be amended to read:

Moscow: MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY (INGLEMASH '70) – May/June 1970
A possible British Pavilion.
The Board of Trade is not at this stage inviting applications from firms, but any firm which would wish to have further information as it becomes available may register its preliminary interest with J. R. Schaffer, Ext. 2785.

ADDITION – 1970

Prague: 2ND INTERNATIONAL COMPUTER AND DATA PROCESSING SHOW 'INCOMEX' – March 10-23, 1970
A probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(B. L. Banks, Ext. 3558)

Brussels: AMERICAN SOCIETY OF MECHANICAL ENGINEERS GAS TURBINE CONFERENCE AND PRODUCT SHOW (ASME) – May 24-28, 1970
A possible joint venture with the British Electrical and Allied Manufacturers Association and possible joint ventures with other appropriate trade associations. Firms interested in participation should contact their association.
(A. G. Pearson, Ext. 2398)

Hamburg: SCREEN PRINTING ASSOCIATION INTERNATIONAL TRADE SHOW – May 1970
A probable joint venture with the Display Producers and Screen Printers' Association. Firms interested in participation should contact the Association.
(K. J. C. Edgington, Ext. 2436)

(c) BRITISH WEEKS and STORE PROMOTIONS

AMENDMENTS – 1969

Caen, France: NOUVELLES GALLERIES – April 23-May 3, 1969
The dates of this event should be amended to read: April 19-May 3, 1969.

Gothenburg:
Miss M. Wood, Ext. 7244; not 2744.

Vienna: MAJOR BRITISH WEEK – October 10-18, 1969
5th line delete 2.000, amend 1.500. Last line delete Mr. P. K. Guenebault, Ext. 7245, amend Mr. A. E. H. Sammons, Ext. 7104.

ADDITIONS – 1969

Cannes, France: MONOPRIX STORE PROMOTION – September 13-27, 1969
Inquiries to Paris Buying Office, M. C. Wagner, Société Central 8 eme d'Achats, 1 rue Paul Cézanne, Paris.
(Miss D. M. Wilmot, 01-248 5757 Ext. 7211)

Cleveland, Ohio: THE MAY COMPANY – October 13-November 1, 1969
This International promotion will feature consumer goods generally. The London Buying House is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1 (Tel. 01-734 4583).
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

Milwaukee, Wisconsin: THE BOSTON STORE COMPANY – Autumn, 1969
This Multinational promotion will feature all types of consumer goods. The London Buying House is Associated Merchandising Corporation, IB Baker Street, London, W.1 (Tel. 01-486 4721).
(Mr. C. J. Mather, 01-248 5757, Ext. 7251)

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Amendments and Additions to Classified TRADE FAIRS AND EXHIBITIONS—Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Fairs Branch, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries. The telephone number is 01-222 7877, extensions:

Eastern Europe, including East Germany	3558
Cologne, Düsseldorf, Offenbach, Weisbaden	2569
Other towns in West Germany	3557
Austria, Italy, Portugal	3072
France (Paris only), Sweden	2783
Other towns in France, Belgium, Luxembourg, Finland, Norway, Denmark	2398
Malta, Netherlands, Switzerland, Spain	
Irish Republic	3072
United States, Canada	2788
United Kingdom	3008
The rest of the world	2496

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Delete – 1969

FRANKFURT: 16TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 17-24

COPENHAGEN: INTERNATIONAL ELECTRONICS, AUTOMATION AND INSTRUMENTS EXHIBITION – September-October

MUNICH: INTERNATIONAL CONTAINER EXHIBITION – Autumn

Amendments – 1969

MUNICH: INTERNATIONAL HANDICRAFTS FAIR – April 11-20
The title of this event should be amended to read

MUNICH: INTERNATIONAL FAIR OF HANDICRAFTS AND SMALL ENTERPRISES – April 11-20

FLORENCE: INTERNATIONAL HANDICRAFT FAIR – April-May
Dates should be amended to read: April 28-May 8.

PARMA: INTERNATIONAL SUPERMARKETS EXHIBITION – April-May
Dates should be amended to read April 30-May 4.

ST. GALLEN: INTERNATIONAL ANTIQUE REPRODUCTIONS EXHIBITION (KOPANTIQUA)
The dates should be amended to read: TRADE SECTION June 5-8.

NICE: INTERNATIONAL AEROSOL EXHIBITION (FEA) – June 24-28
The dates should be amended to read: June 24-27.

MILAN: INTERNATIONAL LEATHER EXHIBITION – June 1969
Dates should be amended to read June 21-25.

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September
Apply, Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.
This should be amended to read:
Apply, Exhibition and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London W1X 2AO (Tel. 734 0511).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – September
Date should be amended to read August 24-27.

FLORENCE: INTERNATIONAL ANTIQUE DEALERS FAIR – September-October
Date should be amended to read September 19-October 19.

GENOA: INTERNATIONAL FAIR FOR MARITIME COMMUNICATIONS AND TELECOMMUNICATIONS – October 18-26
Please delete reference to 'Exhibitions and Trade Fairs (Overseas) Ltd.'

GENOA: HOTEL AND TOURIST EQUIPMENT EXHIBITION (TECNHOTEL) – November 15-25
Please delete reference to 'Exhibitions and Trade Fairs (Overseas) Ltd.'

COPENHAGEN: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – December 3-7
The dates should be amended to read: December 1-5.

Additions – 1969

LIEGE: BELGIAN AIR FORCE AEROSPACE TECHNIQUES EXHIBITION – June 17-24
Apply, Col. d'Avi Massinon, Commissaire General, E.T.A.S., Q.G. Comdt. TAF., 1 Av. Jules Bordet, Brussels 13.

GENEVA: EXHIBITION OF BRITISH ELECTRICAL AND ALLIED COMPONENTS AND PRECISION MACHINING EQUIPMENT – October
Apply, British Electrical and Allied Manufacturers Association, 8 Leicester Street, London, WC2 (Tel. 437 0678).

In the year of quality to the

CONSUMER GOODS FAIR IN BRNO!

International participation

Specialist arrangement of exhibitions:

Glass — Leather — Textiles — Timber products — Musical instruments — Chemical products — Foodstuffs — Industrial goods — Smallware.

BRNO

18th—25th MAY 1969

Detailed information:

Brno Trade Fairs and Exhibitions,
Vystaviste 1, Brno, Czechoslovakia

Commercial Sections of the Czechoslovak Diplomatic and Consular Authorities.

Fairs and Exhibitions Ltd.
14 New Burlington Street, London, W.1.

Delete – 1970

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – October 17-20

Amendments – 1970

HAMBURG: INTERNATIONAL BOAT SHOW
Dates should be amended to read January 23-February 1

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION
Dates should be amended to read March 13-22.

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOAT)
Dates should be amended to read September 26-October 4

GENOA: INTERNATIONAL WELDING EXHIBITION – 1970
Please delete reference to 'Exhibitions and Trade Fairs (Overseas) Ltd.'

Additions – 1970

OSLO: BRITISH CONSUMER DURABLES DISPLAY – April 20-26
Apply, British National Export Council, 6-14 Dean Farrar Street, London, SW1.

LILLE: INTERNATIONAL TRADE FAIR – April-May
Apply, Weigel Leygonie & Co. Ltd., 31/32 King Street, London, WC2 (Tel. Temple Bar 4825/9.

PARIS: INTERNATIONAL FAIR (FOIRE DE PARIS) – April-May
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

GENEVA: 1ST EUROPEAN FESTIVAL, CONGRESS AND EXHIBITION OF RECREATION – May 28-June 7
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1X 2AO (Tel. 734 0511).

HAMBURG: SCREEN PRINTING ASSOCIATION INTERNATIONAL TRADE SHOW – May
† Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

BOLOGNA: INTERNATIONAL TRADE FAIR – May
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

GOTHENBURG: SWEDISH TRADE FAIR – May
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1.

VALENCIA: INTERNATIONAL SAMPLES FAIR – May
Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR – May-June
Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo.

PADUA: INTERNATIONAL SAMPLES FAIR – May-June
Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W1. (Tel. Regent 0855.

FRANKFURT: 16TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 17-24
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

LISBON: INTERNATIONAL TRADE FAIR – June
Apply, State Information and Tourist Office of Portugal, 20 Lower Regent Street, London, SW1 (Tel. 01-930 2455).

BARCELONA: INTERNATIONAL SAMPLES FAIR – June
Apply, Feria Oficiale International de Muestras, Avenida Maria Cristina, Barcelona.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June-July
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

NAXXAR: MALTA TRADE FAIR – July 1-15
Apply, General Retailers Union, Old Mint Street, Valletta.

DORNBIRN: AUSTRIAN EXPORT AND SAMPLES FAIR – July-August
Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. Knightsbridge 6938).

Additions – 1971

PARIS: INTERNATIONAL TEXTILE MACHINERY EXHIBITION – June 27-July 1
Apply, Union des Constructeurs de Materiel Textile de France, 10 Avenue Hoche, Paris, 8e.

MUNICH: INTERNATIONAL EXHIBITION OF GASTRONOMY AND TOURISM (IGAFA) – November 4-10
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE—Section III

Additions – 1969

ATLANTIC CITY: LEATHER AND ALLIED INDUSTRIES EXPOSITION – June 2-4
Apply, Tanners Council of America Inc., 411 Fifth Avenue, New York, NY 10016.

SYDNEY: INTERNATIONAL MOTOR SHOW – August 29-September 6
Apply, Chamber of Automotive Industries of New South Wales, 33-39 Riley Street, Potts Point, NSW.

HALIFAX: ATLANTIC EDUCATION SHOWPLACE – September 25-27
Apply, P. Logan Esq., Industrial and Trade Shows of Canada, 481, University Avenue, Toronto, 2.

TORONTO: 9TH INTERNATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 6-8
Apply, S. A. Drolet Esq., Canadian Region Institute of Electrical and Electronic Engineers, 1819 Yonge Street, Toronto.

CAIRO: INTERNATIONAL FAIR FOR FOOD AND AGRICULTURE – October 7-28
Apply, General Organization for Exhibition and International Fairs, Cairo.

VANCOUVER: PACIFIC EDUCATION SHOWPLACE – October 9-11
Apply, P. Logan Esq., Industrial and Trade Shows of Canada, 481 University Avenue, Toronto, 2.

NEW YORK: NATIONAL OUTERWEAR AND SPORTSWEAR ASSOCIATION SUPPLIERS EXHIBITION – October 26-29
Apply, J. Goldstein Esq., 347 5th Avenue, New York, NY 10016.

NEW YORK: LEATHER AND ALLIED INDUSTRIES EXPOSITION – November 11-12
Apply, I. R. Glass Esq.,*411 Fifth Avenue, New York, NY 10016.

ATLANTIC CITY: NEW JERSEY EDUCATION ASSOCIATION CONVENTION – November 13-15
Apply, New Jersey Education Association, 180 West Street, Toronto, NJ 08608.

TORONTO: CANADIAN EDUCATION SHOWPLACE – December 4-6
Apply, P. Logan Esq., Industrial and Trade Shows of Canada, 481 University Avenue, Toronto, Ontario.

Additions – 1970

DETROIT: AUTOMOTIVE ENGINEERING CONGRESS AND EXPOSITION – January 12-16
Apply, W. T. Marble Esq., 2 Pennsylvania Plaza, New York, NY 10001.

MEXICO CITY: XXIST INTERNATIONAL CONGRESS OF OPHTHALMOLOGY – March 8-14
Apply, XXI Congreso Internacional de Ophthalmologia, Dr. Mario Salcedo Guerrero, Apdo Postal 35-523 Mexico 10, D. F. Mexico.

TORONTO: ONTARIO EDUCATIONAL ASSOCIATION CONVENTION AND EXHIBITION – March 16-19
Apply, P. M. Ritchie Esq., Box 675, Parry Sound, Ontario.

Additions – 1971

PHILADELPHIA: HEATING AND AIR CONDITIONING EXPOSITION – January 25-28
Apply, K. K. Stevens Esq., International Expo Co., 200 Park Avenue, New York, NY 10017.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876. *Ext.* 6147).

Earl Mountbatten found plenty to catch his interest when he visited the Ideal Home Show recently with his daughter, Lady Pamela Hicks. Picture shows Earl Mountbatten on the Crossley Carpets stand pointing out one of the room settings created by David Hicks which were a major feature of the stand. This is the first time that Crossleys have participated in the Ideal Home Show – 'an experiment,' they say, 'which has proved completely successful.' Left to right: Lady Pamela Hicks; Mr. J E. Walker, director, home sales; Mr. B. J. Allen, London area manager; Mr. D. P. Davies, assistant sales manager; Earl Mountbatten.

Amendments – 1969

LONDON: JUNIOR FASHION FAIR – April 21-24
The venue of this event should be amended to read:
R.H.S. New Hall, SW1.

BLACKPOOL: ASSOCIATION OF PUBLIC HEALTH INSPECTORS CONFERENCE AND EXHIBITION – September 17-20
This event should be amended to read EASTBOURNE: THE ENVIRONMENTAL HEALTH EXHIBITION – October 7-9. At Devonshire Park.

LONDON: 11TH WHOLESALE BUYERS GIFT FAIR – The date of this event should be amended to read: November 30-December 4.

Addition – 1969

LONDON: CAMPING AND OUTDOOR LIFE EXHIBITION – COLEX – December 31, 1969 – January 10, 1970
* Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886).

Amendment – 1970

LONDON: LIGHTSHOW – January 19-23
The title of this event should be amended to read
Domestic and Decorative Lightshow.

Additions – 1970

LONDON: GIFTSHOW OLYMPIA – January 19-23. At Olympia.
* Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: INTERNATIONAL FURNITURE SHOW – February 2-14 (Trade Show February 2-6). At Olympia.
* Apply, R. W. Boardman (Exhibitions) Ltd., 8 Leicester Street, Leicester Square, London, WC2 (Tel. 01-437 0678).

Additions – 1971

LONDON: LIGHTSHOW INTERNATIONAL EXHIBITION AND CONFERENCE – January 12-16. At Olympia.
† Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: GIFTSHOW OLYMPIA – January 12-16. At Olympia.
* Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

DE LA RUE $100,000 SALE MAKES BRAZILIAN BANKING HISTORY

The Banco Industrial de Campina Grande, S.A. made banking history in Brazil at the British Industrial Exhibition in Sao Paulo by signing a contract with the De Le Rue Company for six automatic banking machines. The order, worth more than $100,000, was the first sale of the Fair. Mr. Anthony Crosland, President of the Board of Trade (far right), witnessed the contract, signed by Dr. Newton Rique, director of the Bank. Mr. Robin Jones, director of De La Rue's Brazilian subsidiary, said at the signing ceremony: 'Finance is probably Brazil's biggest industry when one bank buys something new you can almost guarantee the other will follow. This is really the start of a new phase in Brazilian banking.' De La Rue have now sold over 400 of their automatic cash dispensing units throughout the world and this is the 11th currency to be dispensed by their automatic cash system.

INTERNATIONAL RECLAMATION AND DISPOSAL EXHIBITION AND CONFERENCE

Sponsored by Materials Reclamation Weekly

Grand Hall
Olympia London
July 14-18·1969

Organised by
Maclaren & Sons Ltd.
P.O. Box 109
Croydon England
Tel: 01·688 7788

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

UK aid to developing countries

Uganda

BRITAIN HAS OFFERED, subject to Parliamentary approval, an interest free loan of £5½ million.

Much of the £5½ million will be needed for the continuation of a main road project already being financed under previous loans. Other important projects to whose cost the aid is likely to contribute are extensions at Makerere University College, including a new women's hall of residence; the building of a Co-operative Training Institute and a new Trade Testing Centre; extensions to the Uganda College of Commerce; and the widespread provision of dipping tanks to protect Uganda's cattle from diseases transmitted by ticks.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 2286, Ext. 2226), quoting reference number CRE 2629/G.

Bolivia and Spain

A COMMERCIAL, Economic Co-operation, Financial and Technical Agreement between Bolivia and Spain, scheduled to remain in force for 10 years, was signed in La Paz on January 24, 1969. It is designed to establish facilities for improving trade and financial co-operation between the parties and ensure that terms and privileges of mutual trade are not inferior to those granted to third countries. Advantages and privileges deriving from membership by one of the parties of a free trade area, a customs union, etc., or granted in commercial agreements covering frontier traffic and to which either is or will be a party, are excepted.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2287).

France and Switzerland

THE FRENCH *Journal Officiel* of February 15 announced that the Trade Agreement of November 28, 1967 between France and Switzerland has been extended to cover the period from January 1 to December 31, 1969, and set out details for the importation into France of certain goods.

Inquiries concerning these notices should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French texts may be seen.

France and Albania

THE FRENCH *Moniteur du Commerce International* of February 14 announced that a new Trade Agreement between France and Albania for the period January 1 to December 31, 1969, was signed at Paris on February 10, 1969.

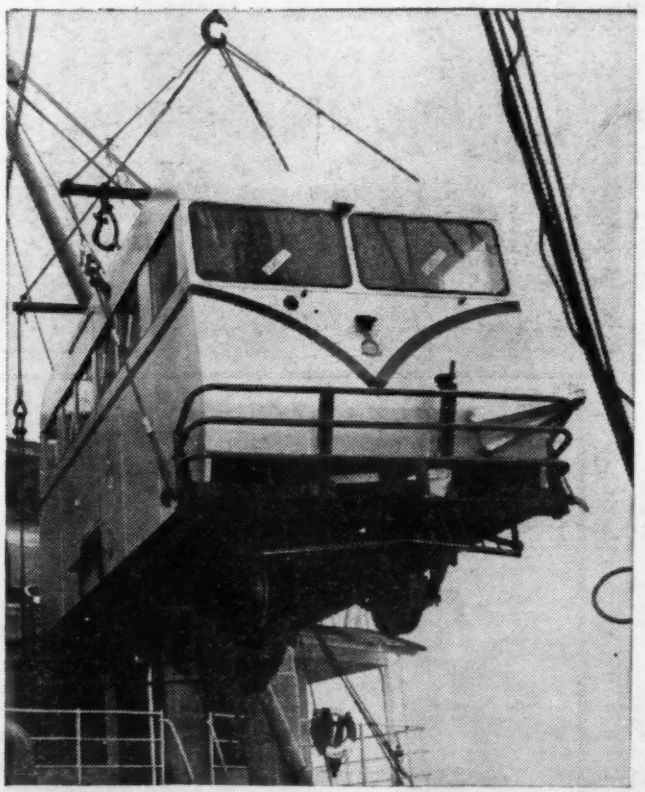
French exports to Albania will include industrial oils, lubricants, hides and skins, textiles, agricultural machinery, iron and steel construction material, tin, vehicles and industrial equipment.

Albanian exports to France will include tobacco, jams, petroleum bitumen, hand-made shoes and reconstituted wood.

France and Sweden

THE FRENCH *Journal Officiel* of February 15 announced that the Trade Agreement of June 21, 1966, between France and Sweden has been extended for the calendar year 1969, and set out details for the importation into France of certain goods.

RAILCARS FOR SABAH



A 4¼-ton Wickham railcar is lifted on board the Ben Line vessel 'Benvenue'. Two of these vehicles, designed and built by D. Wickham and Co. Ltd., Ware, are designed for the Sabah State Railway and are being shipped to Kota Kinabulu.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Commencing 1st April 69

JAPAN*
BY
SABENA

BIG DOOR 707
JET FREIGHTER

* From 1st April 1969 via Polar Route
* 2nd Frequency From 1st August 1969 via Southern Route

* Through Pallet Facilities
from
LONDON & MANCHESTER
via Brussels.
Other SABENA Cargo services to AFRICA, EUROPE, MIDDLE EAST, INDIA, NORTH & CENTRAL AMERICA.

Consult your CARGO AGENT or

SABENA
BELGIAN World AIRLINES

LONDON Skyport 7290/1
BIRMINGHAM 643 6105
DUBLIN 773440
MANCHESTER Mercury 1542
GLASGOW 248 6018/9

SABENA IS A MEMBER OF IATA

Cobb's Coaches
first delivered New Zealand's mail in 1862

Are you
up to date on New Zealand?

Cobb's coaches replaced the pack-horses that had previously carried mails to the Otago goldfields, where the gold rush in 1861 had created a new population centre. Today, New Zealand's internal mail is sorted and handled in travelling railway post office vans, as in Britain.

To maintain one of the highest standards of living in the world, we import not only British ideas, but a high proportion of manufactured goods. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on—to your trading benefit.

Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

The National Bank
OF NEW ZEALAND LIMITED

Our London Address: 8 Moorgate, E.C.2. (Tel: 01-606 8311)

Opportunities for exporters—calls for tender

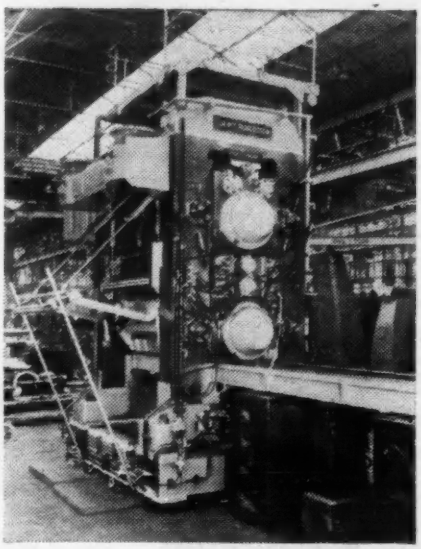
Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications etc. (the price of these varies – See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H.19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA).*



A four-high non-reversing mill for rolling alluminium foil during workshop assembly prior to dispatch to Australia. The mill has been designed and supplied by Loewy Robertson Engineering Company Limited (Davy-Ashmore Group) for Comalco Pty., Limited, of Yennora, NSW, Australia.

ANGOLA

Bulletin 62/69

HIGHWAYS BOARD:
Contractors' Plant. April 18. E.S.B. 13212/69/J.

AUSTRALIA

Bulletin 59/69

STATE ELECTRICITY COMMISSION:
Conveyor Belt System. May 5. E.S.B. 13104/69/J.
*16s. **Laser Measuring Equipment.** April 21. E.S.B. 13105/69/J.
VICTORIAN RAILWAYS:
Axles. Closing date not stated. E.S.B. 12600/69/J.
Axles. April 16. E.S.B. 13101/69/J.
ELECTRICITY COMMISSION OF NSW:
*88s. **Shunt Reactors.** April 24. E.S.B. 12568/69/J.
POSTMASTER GENERAL'S DEPARTMENT:
Uniselector Maintenance Parts. April 29. E.S.B. 12599/69/J.
PUBLIC WORKS DEPARTMENT:
Thermal Fire Alarms. Postponed April 16. E.S.B. 10161/69/J.
Switchboards. Postponed April 16. E.S.B. 10162/69/J.

Bulletin 62/69

DEPARTMENT OF CIVIL AVIATION:
Airport Approach Lights. June 17. E.S.B. 13232/69/J.
DEPARTMENT OF SUPPLY:
Pulsating Light Source. April 24. E.S.B. 13252/69/J.

BELGIUM

Bulletin 59/69

FORCES ARMEES, SERVICES DE L'ETAT-MAJOR GENERAL:
Coffee. April 17. E.S.B. 13129/69/J.

BRAZIL

Bulletin 60/69

COMPANHIA AUXILIAR DE EMPRESAS ELECTRICAS BRASILEIRAS:
Street Lighting Assemblies, Control Equipment and Accessories. May 16. E.S.B. 13193/69/J.

BURMA

Bulletin 58/69

MINISTRY OF DEFENCE:
*3s. **Conduit Tubing.** April 29. E.S.B. 12576/69/J.
PEOPLE'S OIL INDUSTRY:
*4s. **Bolts and Nuts.** April 29. E.S.B. 12571/69/J.
*5s. **Chromatograph Accessories.** April 21. E.S.B. 12573/69/J.
PORT OF RANGOON:
*3s. **Steel.** April 21. E.S.B. 12575/69/J.

Bulletin 59/69

PEOPLE'S OIL INDUSTRY:
*3s. **Washers; Rivets.** April 29. E.S.B. 12574/69/J.
*15s. **Carbon Brushes.** May 9. E.S.B. 12587/69/J.
*3s. **Asbestos Fibre Packing.** April 25. E.S.B. 12593/69/J.
UNION OF BURMA RAILWAY BOARD:
*3s. **Tools.** April 25. E.S.B. 12570/69/J.
*2s. **Electric Motors.** April 24. E.S.B. 12580/69/J.
*3s. **Vehicle Spare Parts.** April 24. E.S.B. 12581/69/J.
*2s. **Watches.** April 22. E.S.B. 12582/69/J.
*2s. **Worsted Wool, Knitting Wool.** April 22. E.S.B. 12583/69/J.
*3s. **Battery Charger; Track Relays.** April 24. E.S.B. 12584/69/J.
*3s. **Steel Bars and Bolts.** April 22. E.S.B. 12585/69/J.

CAMEROON, FEDERAL REPUBLIC OF

Bulletin 59/69

DIRECTION DE L'AGRICULTURE:
Pulverizers. April 18. E.S.B. 12595/69/J.

CANADA

Bulletin 58/69

NATIONAL HARBOURS BOARD:
*124s. **Cranes.** May 8. E.S.B. 12335/69/J.

Bulletin 62/69

MANITOBA HYDRO:
Radio Tower. April 24. E.S.B. 13233/69/J.
BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
Insulators. May 20. E.S.B. 13251/69/J.
Voltage Regulators. May 5. E.S.B. 13253/69/J.

CEYLON

Bulletin 58/69

EASTERN PAPER MILLS:
*10s. **Kraft Paper.** June 16. E.S.B. 12554/69/J.
GOVERNMENT ELECTRICAL UNDERTAKINGS:
*25s. **Electrical Equipment.** May 24. E.S.B. 12537/69/J.
STATE ENGINEERING CORPORATION:
*6s. **Glass.** April 20. E.S.B. 12538/69/J.
*6s. **Steel Plates.** April 22. E.S.B. 12531/69/J.
MINISTRY OF LOCAL GOVERNMENT:
Construction of Water Supply Scheme. May 14. E.S.B. 12533/69/J.
PARATHAN CHEMICALS CORPORATION:
*2s. **Salt Manufacturing Machinery.** April 27. E.S.B. 12536/69/J.
WATER SUPPLY, DRAINAGE AND LOCAL GOVERNMENT WORKS:
***Construction of Water Supply System.** May 10. E.S.B. 12532/69/J.

Bulletin 60/69

MINISTRY OF HEALTH:
Pharmaceuticals. May 13. E.S.B. 13187/69/J.
STATE ENGINEERING CORPORATION:
Electrical Equipment. April 27. E.S.B. 13185/69/J.
LAND DEVELOPMENT DEPARTMENT:
Power Plant. April 25. E.S.B. 13189/69/J.
WATER SUPPLY, DRAINAGE AND LOCAL GOVERNMENT WORKS:
Water Treatment Plant. June 17. E.S.B. 13192/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H.24, Hillgate House, 35, Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

GOVERNMENT ELECTRICAL UNDERTAKINGS:
Air-conditioning Plant. May 6. E.S.B. 13186/69/J.
EXCISE DEPARTMENT:
Aluminium Stoppers. June 16. E.S.B. 13191/69/J.
FORESTRY DEPARTMENT:
*23s. **Contractors' Plant, Tractors, Vehicles, Crane.** (Further Information.) E.S.B. 12273/69/J.,

CHILE

Bulletin 60/69
SERVICIO NACIONAL DE SALUD:
*4s. (Documents in Spanish.) **Surgical Supplies.** April 24. E.S.B. 13199/69/J.

COLOMBIA

Bulletin 60/69
INSTITUTO NACIONAL DE RADIO Y TELEVISION:
Recording Video Tape. May 12. E.S.B. 13164/69/J.
Sideband Analyzers. May 13. E.S.B. 13165/69/J.

COSTA RICA

Bulletin 60/69
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*2s. (Documents in Spanish.) **Sluice Gates and Equipment.** June 18. E.S.B. 13162/69/J.

DENMARK

Bulletin 61/69
DIRECTORATE OF REHABILITATION AND HEALTH:
*8s. (In Danish.) **Hearing Aids.** July 21. E.S.B. 11442/69/J.

EL SALVADOR

Bulletin 59/69
SALVADOREAN ELECTRICITY AUTHORITY:
Materials for and Construction of Transmission Lines and Sub-stations. Closing date postponed to April 28. E.S.B. 9843/69/J.

GHANA

Bulletin 59/69
GHANA WATER AND SEWERAGE CORPORATION:
*7s. **Pumping Plant and Equipment, Generating Plant.** April 17. E.S.B. 12565/69/J.

GREECE

Bulletin 60/69
MINISTRY OF COMMERCE:
***Live-Wire Fences, Ladders, Fumigation Machines.** April 16. E.S.B. 13196/69/J.
*16s. **Agricultural Machinery.** April 18. E.S.B. 13197/69/J.
*13s. **Drills.** April 25. E.S.B. 13198/69/J.
MINISTRY OF CO-ORDINATION:
Consultancy Services. April 22. E.S.B. 13184/69/J.

Bulletin 62/69
MINISTRY OF TRADE:
*15s. **Pumps; Drilling Bits.** April 23. E.S.B. 13209/69/J.
AGRICULTURAL BANK OF GREECE:
*30s. **Fish Canning Plant Equipment.** April 16. E.S.B. 13247/69/J.
GREEK STATE RAILWAYS:
*10s. **Ball Bearings.** April 22. E.S.B. 13245/69/J.
*12s. **Ball Bearings.** April 18. E.S.B. 13246/69/J.
*12s. **Electrodes.** April 18. E.S.B. 13248/69/J.
*12s. **Springs.** April 22. E.S.B. 13249/69/J.
*10s. **Tin Ingots.** April 22. E.S.B. 13250/69/J.

INDIA

Bulletin 59/69
HEAVY ENGINEERING CORPORATION LTD.:
Electrical Control Equipment. Requirements will be obtained from indigenous sources. E.S.B. 9877/69/J.

Bulletin 62/69
Steel Plates. April 24. E.S.B. 13234/69/J.
UP STATE ELECTRICITY BOARD:
Transformers. April 30. E.S.B. 13222/69/J.
Circuit Breakers. April 30. E.S.B. 13237/69/J.
HINDUSTAN CABLES LTD.:
Steel Tape. April 16. E.S.B. 13268/69/J.

IRAQ

Bulletin 58/69
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Submersible Pumps. May 4. E.S.B. 12512/69/J.
Engines. May 4. E.S.B. 12513/69/J.
Paints. April 26. E.S.B. 12514/69/J.
SULAIMANIYAH CIGARETTE FACTORY ADMINISTRATION:
Paper; Cardboard. April 24. E.S.B. 12521/69/J.
ADMINISTRATION OF DISTRIBUTION OF OIL PRODUCTS:
*7s. **Metals, various.** April 26. E.S.B. 12294/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
Poles. April 29. E.S.B. 12502/69/J.
NATIONAL LEATHER INDUSTRIES LTD.:
Spraying Machine. May 10. E.S.B. 12505/69/J.
Drying Tunnel. May 10. E.S.B. 12506/69/J.

IRISH REPUBLIC

Bulletin 62/69
CLARE COUNTY COUNCIL:
Surgical and Orthopaedic Appliances. April 28. E.S.B. 13270/69/J.

ITALY

Bulletin 63/69
MINISTERO DELLA DIFESA:
Multichannel Transmitter Receiver. May 31. X.R./127/04/69/J.

IVORY COAST, REPUBLIC OF

Bulletin 58/69
ADMINISTRATION DES POSTES ET TELECOMMUNICATIONS:
*91s. (Documents in French.) **Telephone Exchanges.** April 30. E.S.B. 12566/69/J.

JORDAN

Bulletin 58/69
JORDANIAN ELECTRIC POWER LTD.
Ring Main Units. April 23. E.S.B. 12300/69/J.

KUWAIT

Bulletin 60/69
CENTRAL TENDERS COMMITTEE:
*2s. **Communications Plant.** May 5. (Pre-qualification Information.) E.S.B. 13158/69/J.
*2s. **Telecommunication Training Centre Equipment.** April 30. (Pre-qualification Information.) E.S.B. 13159/69/J.

LEBANON

Bulletin 60/69
LA REGIE LIBANAISE DES TABACS:
*3s. (Documents in French.) **Paper.** April 28. E.S.B. 13200/69/J.

MALAYSIA

Bulletin 58/69
SABAH STATE RAILWAYS:
***Shunting Locomotives.** May 19. (Further Information.) E.S.B. 7304/69/J.
***Railway Wagons.** May 12. (Further Information.) E.S.B. 7306/69/J.

Bulletin 62/69
PUBLIC WORKS DEPARTMENT:
*19s. **Steel Frames and Gladding.** April 28. E.S.B. 13205/69/J.
DIRECTOR-GENERAL, TELECOMMUNICATIONS HEADQUARTERS:
*26s. **Radio Communication Equipment.** May 13. E.S.B. 13231/69/J.
TECHNICAL COLLEGE:
*5s. **Heat Engines Laboratory Equipment.** June 13. E.S.B. 13242/69/J.

MALTA

Bulletin 58/69
TREASURY:
***Cotton Suiting.** April 24. E.S.B. 12577/69/J.
***Druggist Sundries.** April 24. E.S.B. 12579/69/J.

Bulletin 59/69
TREASURY:
***Paper.** April 24. E.S.B. 12578/69/J.

Bulletin 62/69
TREASURY:
Boots. April 24. E.S.B. 13229/69/J.
Carbolic Soap. April 24. E.S.B. 13230/69/J.

MOROCCO

Bulletin 60/69
MINISTRY OF DEFENCE:
*2s. (Documents in French.) **Surgical Equipment.** April 19. E.S.B. 12268/69/J and 12269/69/J.
*4s. (Documents in French.) **Surgical Equipment.** April 19. E.S.B. 12270/69/J.
*5s. (Documents in French.) **Hospital Equipment.** April 20. E.S.B. 12272/69/J.
*5s. **Surgical and Hospital Equipment.** April 20. E.S.B. 12271/69/J.

Bulletin 62/69
MOROCCAN STATE RAILWAYS:
*14s. (Documents in French.) **Sub-station Electric Traction Equipment.** May 16. E.S.B. 13244/69/J.

NEW ZEALAND

Bulletin 59/69
POST OFFICE HEADQUARTERS:
*5s. **Rules, Nylon.** April 24. E.S.B. 13106/69/J.
*4s. **Flax Canvas.** April 24. E.S.B. 13107/69/J.
*5s. **Quartz Crystal Blanks.** April 23. E.S.B. 13108/69/J.
*2s. **Weighing Scales.** April 17. E.S.B. 13109/69/J.

Bulletin 60/69
POST OFFICE HEADQUARTERS:
*8s. **Potentiometers and Resistors.** April 18. E.S.B. 13165/69/J.

Bulletin 62/69
POST OFFICE HEADQUARTERS:
*8s. **Radio Junction System.** April 26. E.S.B. 13210/69/J.

PAKISTAN

Bulletin 59/69
DIRECTOR OF SUPPLY:
*11s. **Vocational Equipment.** April 19. E.S.B. 13133/69/J.
WEST PAKISTAN RAILWAY BOARD:
*29s. **Workshop Machinery, Steel Pipe.** (Further Information.) E.S.B. 9887/69/J.

Bulletin 61/69
DACCA WATER SUPPLY AND SEWERAGE AUTHORITY:
Water Pipes, Valves and Fittings. Closing date postponed to April 26. E.S.B. 6034/69/J.

PERU

Bulletin 59/69
LIMA LIGHT AND POWER COMPANY:
*2s. (Document in Spanish) **Cranes.** May 1. E.S.B. 13122/69/J.
*2s. (Documents in Spanish.) **Water Cooling Plant.** May 30. E.S.B. 13123/69/J.

SAUDI ARABIA

Bulletin 60/69
WATER DEPARTMENT:
Iron and Steel Pipes. April 17. E.S.B. 12554/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 62/69
PUBLIC UTILITIES BOARD:
*1s. **Cable.** May 30. E.S.B. 13203/69/J.

SOUTH AFRICA

Bulletin 58/69
CAPE PROVINCIAL TENDER BOARD:
*5s. **Caravan Trailer.** (Further Information.) E.S.B. 12277/69/J.
*2s. **Kaffir Sheeting.** (Further Information.) E.S.B. 12278/69/J.
*2s. **Science Apparatus.** (Further Information.) E.S.B. 12279/69/J.
*10s. **Dish Washing Machine, Food Mixer.** (Further Information.) E.S.B. 12280/69/J.
*6s. **Survey Equipment.** (Further Information.) E.S.B. 12281/69/J.

Bulletin 59/69
CAPE PROVINIAL TENDER BOARD:
*13s. **Bituminous Products, Primer and Road Tar.** (Further Information.) E.S.B. 12282/69/J.

Bulletin 62/69
CAPE PROVINCIAL TENDER BOARD:
*10s. **Laundry Machinery.** April 18. E.S.B. 13216/69/J.
*8s. **Woodworking Machine; Tool Grinder.** April 18. E.S.B. 13217/69/J.

Bulletin 63/69
CAPE PROVINCIAL TENDER BOARD:
*7s. **Caravans.** April 18. E.S.B. 13264/69/J and 13265/69/J.

SPAIN

Bulletin 58/69
DIRECCION GENERAL DE CARRETERAS Y CAMINOS VECINALES:
Workshop Contractors' Equipment. April 16. E.S.B. 12233/69/J.

Bulletin 60/69
MINISTERIO DE OBRAS PUBLICAS:
Compressors, Saws, Shovels, Lorries, Presses. April 18. E.S.B. 13147/69/J.
MINISTERIO DEL AIRE:
Transceivers, Generators, Converters. April 28. E.S.B. 13148/69/J.

SUDAN

Bulletin 60/69
DEPARTMENT OF POSTS AND TELEGRAPHS:
*22s. **Submarine Cable.** May 5. E.S.B. 13128/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 62/69
MINISTRY OF OIL AND ELECTRICITY:
Construction of Welding Electrode Plant. April 26. E.S.B. 13227/69/J.
ADMINISTRATION OF POSTS, TELEGRAPHS AND TELEPHONES:
Telephone Exchange Units. May 20. E.S.B. 13228/69/J.

TAIWAN

Bulletin 58/69
CENTRAL TRUST OF CHINA:
*3s. **Generator.** April 18. E.S.B. 12541/69/J.
*2s **Tank Valves.** April 18. E.S.B. 12542/69/J.
*3s. **Refiner Plant for Sulphide Pulp.** May 12. E.S.B. 12543/69/J.
*5s. **Graphite Plates and Rods.** May 8. E.S.B. 12545/69/J.
*40s. **Telecommunications Tools and Equipment.** May 5. E.S.B. 12547/69/J.
*6s. **Rails.** May 5. E.S.B. 12552/69/J.
*4s. **Hydraulic Cranes.** April 16. E.S.B. 12553/69/J.
*2s. **Steel Pipeline.** May 12. E.S.B. 12556/69/J.
*4s. **Fire Truck and Equipment.** May 12. E.S.B. 12557/69/J.
*6s. **Radio Transmitters and Receivers.** April 21. E.S.B. 12558/69/J.
*7s. **Street Lighting Switches.** April 21. E.S.B. 12559/69/J.

Bulletin 59/69
CENTRAL TRUST OF CHINA:
*18s. **Telecommunications Equipment.** May 9. E.S.B. 13114/69/J.
*3s. **Barite Powder.** April 17. E.S.B. 13119/69/J.
*1s. **Pitch Powder.** April 16. E.S.B. 13117/69/J.
*29s. **Telephone Measuring and Power Supply Equipment and Accessories.** May 7. E.S.B. 12548/69/J.

(Continued on next page)

OPPORTUNITIES FOR EXPORTERS, *continued*

*51s. **Measuring Instruments.** June 2. E.S.B. 12551/69/J.
*3s. **Wire and Cones.** May 7. E.S.B. 12565/69/J.
*2s. **Fibreglass.** May 9. E.S.B. 12564/69/J.
*4s. **Bobbin Slitting and Roll Winding Machine.** May 5. E.S.B. 13110/69/J.

THAILAND

Bulletin 59/69
DEPARTMENT OF VOCATIONAL EDUCATION:
Scientific and Audio Visual Equipment. May 21. E.S.B. 13126/69/J.

Bulletin 60/69
DIRECTORATE OF AIR ENGINEERING:
*2s. **Lathes.** May 6. E.S.B. 13167/69/J.
DIRECTORATE OF SUPPLY:
Shoe Manufacturing Machinery. April 21. E.S.B. 13168/69/J.
EXCISE DEPARTMENT:
*9s. **Scientific Equipment.** April 18. E.S.B. 13181/69/J.
STATE RAILWAY OF THAILAND:
*2s. **Axle Boxes, Roller Bearings.** April 16. E.S.B. 13152/69/J.

TUNISIA

Bulletin 60/69
REGIE NATIONALE DES TABACS ET DES ALLUMETTES:
*6s. (Documents in French.) **Cigarette Paper.** April 28. E.S.B. 13151/69/J.

TURKEY

Bulletin 59/69
KOY ISLERI BASKANLIGI:
*22s. **Asphalt Distributor.** April 28. E.S.B. 13125/69/J.

Bulletin 60/69
ANKARA ELECTRICITY, GAS AND BUS ADMINISTRATION:
***Consultancy Services,** July 15. E.S.B. 13606/69/J.
GROUND FORCES COMMAND:
*17s. **Steel Sheets.** April 28. E.S.B. 13182/69/J.

Bulletin 62/69
STATE HIGHWAYS DEPARTMENT:
*8s. **Piston Sets.** April 28. E.S.B. 13211/69/J.
PTT GENEL MUDURLUGU:
*7s. **Electron Tubes.** April 18. E.S.B. 13202/69/J.
ETIBANK GENEL MUDURLUGU:
Nuts; Bolts; Washers. April 25. E.S.B. 13716/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 60/69
EGYPTIAN RAILWAYS:
Axles. April 21. E.S.B. 13176/69/J.

UNITED STATES OF AMERICA

Bulletin 63/69
BONNEVILLE POWER ADMINISTRATION:
*41s. **Transformer.** April 24. E.S.B. 13256/69/J.

ZAMBIA

Bulletin 60/69
CENTRAL SUPPLY AND TENDER BOARD:
*9s. **Letter Boxes.** April 25. E.S.B. 13149/69/J.
*5s. **Envelopes.** April 25. E.S.B. 13150/69/J.

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports etc. published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *extns.* 7016, 7017. *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

AFGHANISTAN

Bulletin 59/69
Inquiry for polyethylene bottles. E.S.B. 12869/69/J.

ALGERIA

Bulletin 60/69
Inquiry for taps; tinplate; tinplate printing machines; tin box making machines. E.S.B. 9170/69/J.

AUSTRALIA

Bulletin 58/69
Inquiry for tableware; souvenirs and trophies. E.S.B. 12857/69/J.

Bulletin 59/69
Inquiry for automotive spare parts. E.S.B. 13014/69/J.

Bulletin 62/69
Inquiry for domestic hardware; electrical domestic appliances. E.S.B. 9294/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 62/69
Inquiry for electronic recording system. E.S.B. A/21/69/J.
Inquiry for computer tape cleaner. E.S.B. A/22/69/J.

AUSTRIA

Bulletin 59/69
Inquiry for chocolate; sugar rice. E.S.B.13092/69/J.
Inquiry for wool and acrylic waste; worsted tops. E.S.B. 17711/67/J.

Bulletin 60/69
Agency inquiry for knitwear. E.S.B. 47990/68/J
Agency inquiry for sweets and toffees. E.S.B. 13074/69/J.
Inquiry for biscuits; clothing; fabrics; toys; yarns. E.S.B. 12091/69/J.
Agency inquiry for confectionery. E.S.B. 13016/69/J.

Bulletin 62/69
Agency inquiry for fabrics; blankets; woven carpets. E.S.B. 13019/69/J.
Agency inquiry for dresses and dress fabrics. E.S.B. 13066/69/J.
Inquiry for knitwear; sheepskin coats. E.S.B. 10468/69/J.

BAHAMAS

Bulletin 60/69
Inquiry for knitwear; men's suits and trousers; shirts; shoes. E.S.B. 8950/69/J.

Bulletin 62/69
Inquiry for glass. E.S.B. 12759/69/J.

BARBADOS

Bulletin 58/69
Inquiry for ultra-violet strip lighting. E.S.B. 12748/69/J.

BELGIUM

Bulletin 60/69
Inquiry for bakers' trade raw materials. E.S.B. 11895/69/J.
Agency inquiry for hose couplings. E.S.B. 12760/69/J.
Inquiry for offset plates. E.S.B. 12495/69/J.

Bulletin 62/69
Agency inquiry for perfumery goods; hairdressing sundries. E.S.B. 10073/69/J.

BOLIVIA

Bulletin 60/69
Inquiry for stationery. E.S.B. 13325/69/.

BRAZIL

Bulletin 60/69
International Tender Requirements. E.S.B. 1117/G/J.

CANADA

Bulletin 58/69
Market report on hotel and restaurant supplies. E.S.B. 3187/69/.
Agency inquiry for hand tools. E.S.B. 12771/69/.

Mr. K. F. N. Carberry (garments division) and Mr. J. B. Davies (coated fabrics division), divisional export managers of Greengate & Irwell Rubber Co. Ltd., the Manchester based subsidiary of the Slater, Walker Group, pictured at London Airport on their way to New York, where they attended the Men's Sportswear Buyers show.

Bulletin 59/69
Inquiry for scuba diving equipment. E.S.B. 12960/69/J.
*6s. Agency inquiry for castings. E.S.B. 11696/69/J.
Inquiry for textile fabrics. E.S.B. 47946/68/J.

Bulletin 60/69
Inquiry for floor coverings. E.S.B. 12398/69/J.

Bulletin 62/69
Inquiry for shirts. E.S.B. 13538/69/J.
9s. Inquiry for rolling mill plant machinery. E.S.B. 12011/69/J.

CEYLON

Bulletin 60/69
Inquiry for press; dyes; pipe bending machine. E.S.B. 13554/69/J.

CUBA

Bulletin 58/69
Import Organizations. C.R.E. 3900/G/J.

CZECHOSLOVAKIA

Bulletin 59/69
Inquiry for automatic heating; greenhouses. E.S.B. 12867/69/J.

DENMARK

Bulletin 59/69
Agency inquiry for men's suitings; trouser cloths. E.S.B. 12738/69/J.

DENMARK/RUMANIA

Bulletin 60/69
Trade Agreement. E.S.B. 1209/G/J.

FINLAND

Bulletin 59/69
Inquiry for jewellery chains. E.S.B. 18792/68/J.

FRANCE

Bulletin 59/69
Manufacture under licence * road-rail containers. E.S.B. 12906/69/J.
Inquiry for yarns. E.S.B. 9908/69/J.
Agency inquiry for garage equipment; motor car accessories. E.S.B. 12873/69/J.

Bulletin 60/69
Agency inquiry for gift articles; hosiery; jersey fabrics; knitwear; sheepskin and fur-lined clothing. E.S.B. 12982/69/J.
Store promotion * chinaware; clothing; foodstuffs and drinks; furniture; giftware; glassware; toys. E.S.B. 6601/69/J.
Inquiry for radios; tape recorders and record playing equipment; television sets. E.S.B. 5336/69/J.
Inquiry for air compressors. E.S.B. 12838/69/J.

Bulletin 63/69
Inquiry for computer rooms specialized equipment and materials. E.S.B. 5096/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 58/69
Agency inquiry for household incinerators. E.S.B. 12872/69/J.
Inquiry for ready-to-serve meals. E.S.B. 12700/69/J.
Inquiry for machine tools. E.S.B. 12791/69/J.
Agency inquiry for leather. E.S.B. 12609/69/J.
Inquiry for foodstuffs; confectionery. E.S.B. 12834/69/J.

Bulletin 59/60
*Inquiry for metallic card clothing; steel needles. E.S.B. 10267/69/J.
Inquiry for seamless boiler tubes. E.S.B. 13004/69/J.
Agency inquiry for knitwear; hosiery; pyjamas; shirts. E.S.B. 12813/69/J.
Agency inquiry for machine tools. E.S.B. 8246/69/J.

Bulletin 60/69
Import opportunity – canned pears. E.S.B. 1209/G/J.
Inquiry for artists' kits. E.S.B. 13029/69/J.

Bulletin 62/69
Inquiry for tinned meat. E.S.B. 13327/69/J.
Inquiry for tinned meat. E.S.B. 13307/69/J.
Agency inquiry for cotton and silk cloth. E.S.B. 13558/69/J.

INDIA

Bulletin 58/69
*42s. Inquiry for steel. E.S.B. 12364/69/J.

Bulletin 60/69
Inquiry for parking meters. E.S.B. 12980/69/J.

IRAQ

Bulletin 58/69
Inquiry for army belts and shoes. E.S.B. 12878/69/J.

Bulletin 59/69
Inquiry for millet. E.S.B. 12616/69/J.

IRISH REPUBLIC

Bulletin 59/69
Agency inquiry for telephone answering devices. E.S.B. 12339/69/J.

Bulletin 60/69
Agency inquiry for drill steels. E.S.B. 8851/69/J.

ISRAEL

Bulletin 58/69
Agency inquiry for coffee; confectionery. E.S.B. 12477/69/J.

Bulletin 62/69
Agency inquiry for chemicals; metals. E.S.B. 12743/69/J.

Bulletin 63/69
Agency inquiry for aircraft parts; ;lifting equipment; castings. E.S.B. 13560/69/J.

ITALY

Bulletin 58/69
Agency inquiry for electrical hour meters, switches and thermostats. E.S.B. 12825/69/J.
Agency inquiry for bio-chemical remedies; dietetic products; vaccines. E.S.B. 12399/69/J.
Inquiry for bottle checking apparatus. E.S.B. 11813/69/J.
Inquiry for art reproductions. E.S.B. 11638/69/J.
Agency inquiry for closed circuit television; HF ferritin resistors; transistors. E.S.B. 12470/69/J.

Bulletin 59/69
Inquiry for auxiliary chemicals; additives; enzymes and dyes. E.S.B. 12618/69/J.
Inquiry for nickel anodes. E.S.B. 12840/69/J
Agency inquiry for food specialities; sauces and seasonings, etc. E.S.B. 12679/69/J.
Inquiry for asbestos and rubber jointing mixture; air filters; cellulose cardboard; sealing mastic. E.S.B. 10424/69/J.

Bulletin 60/69
Agency inquiry for plasticised self-adhesive paper. E.S.B. 12786/69/J.
Inquiry for hand tools; irrigation equipment; steel bars. E.S.B. 12766/69/J.
Agency inquiry for packaging machine and materials. E.S.B. 12795/69/J.
Inquiry for slitting and spooling machines. E.S.B. 13091/69/J.

Bulletin 62/69
Agency inquiry for steel sections. E.S.B. 13081/69/J.
Inquiry for hospital equipment. E.S.B. 13397/69/J.
Inquiry for water meters. E.S.B. 13309/69/J.
Inquiry for carton production moulding and printing machinery. E.S.B. 13653/69/J.
Inquiry for automobile assembly machines, equipment and tools. E.S.B. 12767/69/J.
Inquiry for gantry cranes. E.S.B. 12756/69/J.
Manufacture under licence – hydraulic equipment. E.S.B. 12739/69/J.

Bulletin 63/69
Agency inquiry for textile machinery. E.S.B. 12868/69/J.
Agency inquiry for scarves. E.S.B. 12990/69/J.

JAMAICA

Bulletin 58/69
Inquiry for incinerators. E.S.B. 12744/69/J.

JAPAN

Bulletin 62/69
Agency inquiry for cheese. E.S.B. 13011/69/J.

Bulletin 61/69
Inquiry for ties. E.S.B. 13640/69/J.

LEBANON

Bulletin 59/69
Agency inquiry for blankets; cosmetics; men's suitings and outerwear; shirtings; stationery. E.S.B. 12623/69/J.
Agency inquiry for confectionery jams. E.S.B. 12855/69/J.

Bulletin 60/69
Agency inquiry for fabrics; corsetry accessories; tailoring machinery; interlinings. E.S.B. 12316/69/J.

LIBYA

Bulletin 60/69
Agency inquiry for cotton fabrics. E.S.B. 13094/69/J.

MALAYSIA

Bulletin 62/69
Inquiry for animal foodstuffs. E.S.B. 13632/69/J.
Inquiry for printing machines. E.S.B. 13633/69/J.

NETHERLANDS

Bulletin 62/69
Inquiry for clocks; meters; motor car testing equipment; switches and switch panels. E.S.B. 12661/69/J.

NEW ZEALAND

Bulletin 59/69
Inquiry for screweyes. E.S.B. 13064/69/J.

NIGERIA

Bulletin 58/69
Inquiry for coffee processing plant. E.S.B. 12396/69/J.
Inquiry for filling machines. E.S.B. 12969/69/J.

Bulletin 62/69
Inquiry for aluminium suitcases. E.S.B. 13656/69/J.

NORWAY

Bulletin 60/69
*Inquiry for packaging material. E.S.B. 11889/69/J.
Agency inquiry for piece-goods for dresses and nightwear; linings; towelling. E.S.B. 9499/69/J.

PAKISTAN

Bulletin 58/69
Inquiry for medical, surgical, scientific and laboratory instruments and equipment. E.S.B. 12383/69/J.

POLAND

Bulletin 58/69
Inquiry for machinery for the manufacture of dental burs; optical glass and surgical blades. E.S.B. 12712/69/J.

(Continued on next page)

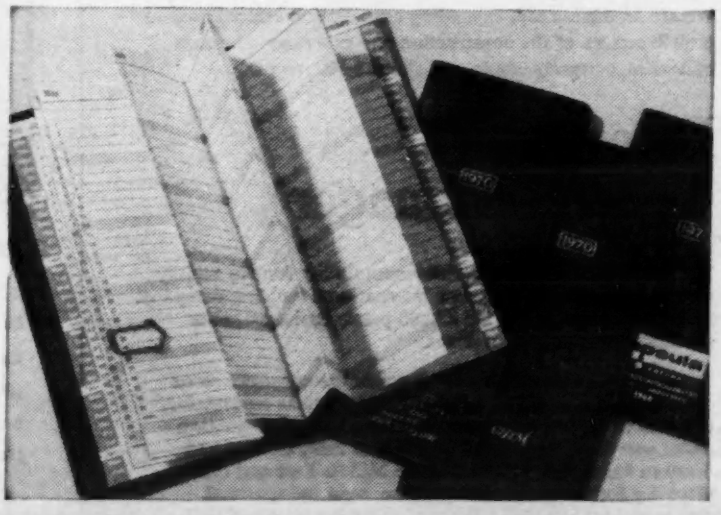
PRESTIGE ADVERTISING
PERSONAL PLANNER DIARIES

1970 MODELS READY NOW

* EVEN MORE INFORMATION
* PLASTIC OR LEATHER
* LONG INTERNATIONAL VERSION
* SHORT 14 MONTH MODEL
* ADDRESS AND MEMO SECTIONS

Send for sample NOW and General Catalogue

ADVERTISING GIFTS • SALES AIDS



Prestige Advertising (Gift Novelties Ltd.) • Prestige House • 2/3 Great Pulteney St. London W.1. • 01-437-0931

AGENCY INQUIRIES, *continued*

PORTUGAL

Bulletin 62/69
Agency inquiry for fork-lift trucks; pulley blocks E.S.B. 12406/69/J.

PUERTO RICO

Bulletin 60/69
Market report on medical and hospital supplies. E.S.B. 9419/69/J.

SAUDI ARABIA

Bulletin 59/69
Inquiry for building materials E.S.B. 13501/69/J

Bulletin 60/69
Inquiry for site investigation equipment. E.S.B. 13552/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 60/69
Agency inquiry for brassieres; table atomizers; vaporizers. E.S.B. 12754/69/J.

SOUTH AFRICA

Bulletin 58/69
Inquiry for rubber working machinery. E.S.B. 12746/69/J.

Bulletin 60/69
Agency inquiry for raw materials for the plastic, paint, rubber and allied chemical industries. E.S.B. 28876/68/J.

Bulletin 62/69
Agency inquiry for glass liquid dispensers. E.S.B. 7485/69/J.

SPAIN

Bulletin 58/69
Manufacture under licence – containers and container handling equipment E.S.B. 9169/69/J.
Inquiry for baling and shredding machine. E.S.B. 13031/69/J.

SWEDEN

Bulletin 58/69
Agency inquiry for hats and belts. E.S.B. 12804/69/J.

Bulletin 59/69
Market report on equipment for the steel industry. E.S.B. 6919/69/J.

Bulletin 60/69
Inquiry for leather; footwear components. E.S.B. 12909/69/J.
Inquiry for footwear materials. E.S.B. 12910/69/J.
Agency inquiry for footwear. E.S.B. 12943/69/J.
Inquiry for cotton yarn. E.S.B. 10753/69/J

Bulletin 62/69
Inquiry for car accessories; garage tools and equipment; moped and bicycle accessories. E.S.B. 47839/68/J.

SWITZERLAND

Bulletin 58/69
Inquiry for chemical, mining, plastics and textile machinery and equipment; electrical measuring control and adjusting equipment; high vacuum equipment; insulating material; scientific and laboratory instruments; wire and wire coiling machnery. E.S.B. 10218/69/J.

Bulletin 60/69
Inquiry for scarves. E.S.B. 13327/69/J.

TRINIDAD/TOBAGO

Bulletin 58/69
Inquiry for electric motor servicing materials. E.S.B. 10136/69/J.

Bulletin 59/69
Inquiry for yarns. E.S.B. 12787/69/J.

Bulletin 60/69
Agency inquiry for steam boilers. E.S.B. 13082/69/J.

Bulletin 62/69
Inquiry for felt sheets; floor grinders. E.S.B. 13335/69/J.

Bulletin 63/69
Agency inquiry for floor covering; thread; yarn. E.S.B. 12191/69/J.

UNITED STATES OF AMERICA

Bulletin 58/69
*2s. Inquiry for reverse gears for marine engines. E.S.B. 12934/69/J.
Inquiry for mountaineering and skiing clothing and equipment; camping equipment. E.S.B. 11976/69/J.
Inquiry for air and water pollution equipment. E.S.B. 8768/69/J.

Bulletin 59/69
*8s. Inquiry for steel. E.S.B. 11529/69/J.
Inquiry for electro-medical, automated laboratory and hospital communications equipment. E.S.B. 12684/69/J.
Inquiry for footwear; pigskin; riding jackets soap. E.S.B. 13012/69/J.

Bulletin 60/69
Agency inquiry for packaging equipment E.S.B. 12140/69/J.

Bulletin 62/69
Inquiry for reproduction antique furniture. E.S.B. 13655/69/J.
Inquiry for strapping application machinery E.S.B. 13590/69/J.
1s. Inquiry for screw thread rolling machine. E.S.B. 9659/69/J.

URUGUAY

Bulletin 59/69
Agency inquiry for cellulose nitrate sheets and cellulose acetate; hand tools. E.S.B. 6106/69/J.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E.22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Lesser

The JE Lesser Group of Companies

JEL House Staines Road
Hounslow Middlesex

We are an established, expanding organisation centred around growth sectors of the construction and other capital goods industries, currently employing about 1,400 people.

Director/ General Manager

We seek a top man to take full responsibility for our rapidly growing export subsidiary and international building company. A salary negotiable around £5,000 p.a. is envisaged, plus substantial overseas allowances.

Trading and management experience in the construction or other capital goods industries covering overseas contracting, business or property investment essential. For information about our design and build activities in East, Central and Western Europe, in Africa and the Middle East and our plans for further overseas expansion, send full personal details to Mr. I. A. Macgillivray, quoting Ref. No. 500/E, at the above address.

International Banking with a Human Touch

Bank of Kobe, with its head office located in the international port city of Kobe, has a long history of satisfying foreign investors and businessmen for all kinds of requirements connected with international banking.
With a world-wide network of facilities, the Bank is ready to offer you prompt and friendly service whenever needed.

BANK OF KOBE

158 Branches throughout Japan
London Branch:92 Cheapside, London, E. C. 2
New York Agency:40 Wall Street, New York, N. Y. 10005

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published on page viii of March 14 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page* 888 *of March* 28 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

Visit to Antipodes

MR. JOHN JAMES, director and general manager of the Hydrovane Compressor Company, on a round-the-world business tour, recently visited Australia and New Zealand.

In Australia Mr. James called on Hydrovane's licensee, H. P. Gregory & Co. Ltd. at Sydney, to discuss developments in local manufacture. During his visit to New Zealand he sought new Hydrovane distributors.

Direct exports by the company are 33⅓ per cent of total production. The Hydrovane is exported to overseas markets in bare unit form for locally-made motors to be fitted.

BNEC Asia chairman visits Far East

EXPLORATORY TALKS about nuclear development in Thailand and commercial relations with Indonesia are two of the main reasons for a tour of the Far East, by Mr. Michael Montague, chairman of BNEC Asia, and Mr. Ian Trevor, the executive secretary, who left London on April 1.

Their first stop was Tokyo, where they are spending a week reviewing progress of British Week Tokyo, meeting Japanese government officials, industrialists and the British Chamber of Commerce.

In Thailand, Mr. Montague will be accompanied by a member of the United Kingdom Atomic Energy Authority. Thailand is also at present studying British sewerage systems as part of a vast redevelopment programme in Bangkok. Export prospects also exist in the tropical storage equipment field, a possible petro-chemical complex, and food processing units for intensive meat production.

Indonesia presents different problems but Mr. Montague is reported as anxious to take a personal view of prospects in view of the encourag signs of economic recovery. Plans have been made for him to meet senior Indonesian officials and commercial representatives.

Two years' appointment

MR. JOSEPH N. C. ASHTON, of the Dufay Bitumastic technical staff, is to be resident in Tokyo for at least two years. His brief is to maintain present customer relations and to expand the interests of the company's surface coating activities, with particular reference to the marine and industrial fields. He will act on behalf of Wailes Dove Bitumastic Limited of Hebburn and Dufay Paints Limited of Shildon, Durham.

Before taking up residence in Tokyo he will visit Canada where he is listed for more than a dozen interviews.

Adverts result in European tour

WITHIN 24 hours of advertising in Europe a brand of new export TV sets, Mr. Bill Reid, export director of Pye Group (Radio & TV) Limited, was faced with a tour of European countries to keep a promise made to would-be buyers. In one day some 15 overseas importers telephoned the company in Cambridge to take up the offer in the advertisements.

Mr. Reid is now making calls in Zurich, Frankfurt, Hamburg, Düsseldorf, Dortmund and Gelsenkirchen, Vienna and towns and cities in Finland.

Overseas visits to be stepped up

P. P. PAYNE AND SONS, Haydn Road, Nottingham, manufacturers of specialized packaging and labelling products and ribbons, have set themselves an annual export target of £1 million, to be achieved within the next five years.

They aim to do this by reorganizing and intensifying their present efforts and by adopting more specialized marketing techniques. Overseas trips by the firm's directors and senior sales executives are to be stepped up. In future, responsibility for the export efforts of Payne's labelling products and decorative ribbon divisions will be given to their respective directors, Mr. C. Radford and Mr. L. R. Crawley, while Mr. R. T. Edgson, export general manager, will look after packaging division's overseas sales.

38-day tour of American continent

MARKET research and sales checks are taking Mr. Mark Lawson, export director of Helix International, on a 38-day, 15,000 mile, tour of the West Indies, Bahamas, Guyana, United States, and Canada. This type of overseas travel increased the company's sales by 34 per cent last year.

In the West Indies Mr. Lawson's main concern will be to investigate new developments in the wholesale market and to discuss future plans for the firm's stationery lines with their agent, ITEM in Bermuda. New regional offices are being set up throughout the West Indies.

The tour will end with an intensive survey of markets in Canada. Mr. Lawson returns to Britain in May.

Middle East sales drive

LEADING a two-man export drive, Mr. T. H. Hopkins, manager of English Electric's Valve Division at Netherton, Lancashire, leaves this week on a sales and lecture tour in the Middle East. He will be accompanied by Mr. K. White, chief development engineer of the Valve Division, and will be joined in Teheran by Mr. T. Kendall, chief sales engineer, Gas Turbine Division at Whetstone (Leicestershire), and Mr. D. Ogden, manager of English Electric's Industrial Actuator Division, from Luton (Beds.).

This is Mr. Hopkins second tour of the area which will include Iran, Kuwait, Saudi Arabia and the Lebanon. He and Mr. White will discuss the latest developments in the design of high pressure ball valves. Over 60 per cent of the division's business last year was for overseas customers, and Mr. Hopkins aims to increase this figure substantially in 1969.

Mr. D. Ogden will be introducing the new English Electric Cybac range of industrial actuators in the territory, and Mr. T. Kendall's visit is a follow-up to the successful bid for heavy duty gas turbine sets ordered for the Trans-Iranian gas line. He will also lecture on the versatility of the industrial jet turbine which has now been ordered for standby duty in power stations and gold mines, for pumping, and peak-lopping.

Improvement of marketing arrangements

MR. HUGH PALIN, director of marketing of the Norton Matchless Division of Norton Villiers Limited, is on a tour of South and West Africa, visiting the firm's distributors. Mr. Palin said that this was part of the company's plans to reorganize and improve its world wide marketing arrangements. Current exports stand at more than 70 per cent of production.

Visit to United States and France

DURING March Mr. H. E. R. Kingsbury, joint managing director of Electrolube Limited, electrical contact lubricant manufacturers, will visit both the United States and France to promote sales of the firm's products. He recently returned from a sales tour of Africa.

Mr. Kingsbury will be at the International Electronics Engineering Exhibition in New York, and at the Salons Internationaux des Composants Electroniques et de l'Electro-acoustique in Paris. Electrolube will be showing at both these exhibitions. Two other Electrolube executives, Mr. G. R. C. Kingsbury and Miss V. A. Haines, will also be in New York.

European sales tour

MR. TERRY DUTTON, marketing manager, G. T. Schjeldahl Company, Bracknell, Berks., is on a six-week sales tour of Europe which will include attendance at two trade fairs. He will visit Belgium, France, Italy and The Netherlands, Sweden and Spain; which will include attendance at the Salon Internationalle de Composants Electroniques in Paris, and Electronics Components 1969 at the United States Trade Centre in Stockholm.

Object of the visit is to promote the increased use in Europe of flexible circuitry, the development, manufacture and sales of other electronic and aerospace products, and to examine the existing and potential outlets on the continent.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House,* 35 *Old Bailey, London, E.C.4. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers. The new library brochure is available on request.*

The library opens from 9 *to* 5.30, *Mondays to Fridays. (Tel.* 01-248 5757, *Ext.* 368 *or Telex No.* 886143).

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.

£1½ million computer for Japan

Sperry Rand Corporation's Univac Division has announced receipt of a contract from Sanyo Electric Company Limited, one of Japan's largest manufacturers of electrical appliances, to supply a £1½ million 108 computer system. Scheduled for delivery in March, the computer will be installed at the company's headquarters in Osaka where it will be used primarily for production control and sales management.

Engines for Ceylon railways

A £62,000 contract received by the Paxman Engine Division of English Electric Diesels Limited covers the supply of four Ventura pressure-charged diesel engines to power two luxury air-conditioned train sets being built in Japan by Hitachi Ltd for the Ceylon Government Railway. The order brings the total of Ventura engines for service on the C.G.R. to 71.

United States buy presses

Fielding nd Platt Limited of Gloucester, a member of the new Redman Heenan International group have just won a £200,000 order from the United States for two giant platten presses for Davey of Jersey Ltd., New Jersey.

Spanish order

Evans Electroselenium Limited, Halstead, Essex, have negotiated an order from Spain for the supply of various EEL photo-electric instruments, including six of their new Model 194 Amino acid analysers. The Company export their products tosome hundred countries annually. Fifty per cent of the company's production is exported and they aim to increase this.

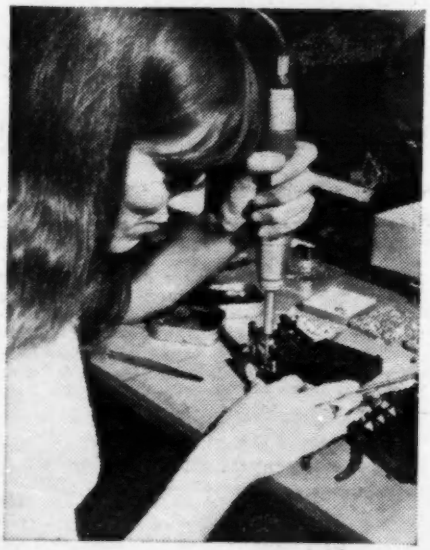
An operator spinning a new design of wide angle, anti-pilferage mirror for supermarkets, at the Coventry factory of the Volumatic Company, before its export to Mauritius. The company have only recently begun exporting their range of mirrors, which are being quickly adopted by supermarket chains in this country, but already have orders from Scandinavia, Israel and Mauritius.

Containers for Eire and Denmark

Central Containers Ltd. (Central Wagon Group), of Wigan, Lancs, have during the last week received further orders worth £200,000 for their Contral steel containers from Southern Ireland and Denmark.

Actuators for Rotterdam

Limitorque Valve Controls Ltd. of Newbury, Berks., have gained orders for valve actuators estimated at nearly £80,000 for use in two refineries on the Europoort scheme, Rotterdam.



The new low-price Auto West starter introduced by Allen West (Brighton) last autumn, has become a great export success. More than 40 per cent of the current production is being exported to such countries as South Africa, Singapore, Zambia, Hong Kong, Malaysia, Iraq, Iran, Cyprus and Turkey.

Pipe protection contract

Wailes Dove Bitumastic has been awarded a contract for the external protection of approximately 250 miles of 18 inch diameter pipe carrying crude oil from the main transmission line (TAL) already laid between Trieste and Ingolstadt, to the OMV refinery near Vienna. The value of the order is in excess of £500,000 and work is to begin towards the end of April.

Flat-bed presses ordered

Whiteley-Gessner Limited of Barnsley, recently completed two installations of the Hattersley Pickard continuous flat bed presses, for which they are selling agents. One is at the Britannia Mills, Greece; another is for Cerruti's in Italy and a further press is at present in course of shipment to the firm of Cheil Wool, Korea.

£25,000 repeat order

A repeat order for steam turbine lubricating oil pumps valued at £25,000 has just been received by Gilbert Gilkes & Gordon Ltd. of Kendal, from AEI, Large Steam Turbine Division for the Tsing Yi Thermal Power Station at Hong Kong.

Rush order for pesticide

The British company, SDC Pesticides Limited, of London, recently chartered a freighter aircraft to rush nearly 15 tons of a special pesticide, Lindatox KO, to the sheikdom of Abu Dhabi, for the control of mosquitoes and other pests affecting public health.

Footwear for West Indies

Thirty-six thousand pairs of rubber sole and heel units manufactured by Avon Footwear Limited at Bridgend, Glamorgan, and worth over £4,000 were recently dispatched through Cardiff Docks to the West Indies. The consignment is the largest single export order ever dispatched by the factory and the decision to switch from London Docks to Cardiff follows the inauguration of regular sailings to the West Indies.

Fire protection equipment

An order for 200 sets of fire detection equipment for the Viggen strike aircraft has been placed by SAAB, the Swedish aircraft constructor, with Graviner (Colnbrook) Limited, a Wilkinson Sword company. Other important projects to which Graviner fire protection equipment is fitted include the Concorde supersonic transport and the SRN4 hovercraft.

Equipment for Spanish bank

Banco Hispano Americano, one of the largest banks in Spain, has placed an order for six De La Rue Automatic Cash Dispensing Systems with De La Rue Instruments Ltd., a member of the De La Rue Group. Initially, these systems will be installed in key branches of the bank; three in Madrid and three in Barcelona. Further orders are anticipated after an evaluation period, leading to a national network of DACS installations.

TV transmitters for Sweden

English Electric Valve Co. Ltd. klystrons and associated circuit assemblies have been chosen for the new Swedish UHF TV-network.

Seven Swedish regional engineers responsible for the operation and maintenance of the transmitters have recently been on familiarization courses which included a visit to the Chelmsford works of the firm for instruction on the klystrons being supplied.

Electrolyzer plant for South Africa

CJB Processes Limited Special Contracts Development Division have been awarded a contract for the supply of a complete electrolyzer plant by Vereeniging Consolidated Mills Limited for installation at their Cape Town factory. This £24,000 order follows the supply of a similar but slightly smaller electrolyzer delivered in 1963.

Sheffield's firm's Australian order

General Refractories Limited, Sheffield, has secured a £84,000 contract to supply a substantial tonnage of carbonizing silica to The Broken Hill Proprietary Company Limited, Newcastle Works, New South Wales. The contract was won in the face of international competition, particularly from Australian and Continental refractory manufacturers.

£6 million gas turbines order

John Brown Engineering (Clydebank) Ltd. have announced additional orders for heavy duty industrial gas turbines worth £6 million for Bahrain, the United States and Alberta, Canada.

The new orders bring the JBE total in the past two-and-a-half years to a value of £20 millon and ensure a full production schedule in the Industrial Gas Turbine Division into the mid-70s.

Mr. P. A. Mulholland, director and general manager of Parkinson Cowan, South Africa (left) with Mr. J. A. Tatem, managing director of G.W.B. Boilers Limited, Dudley, discussing the completion and shipping of several high tension electrode high pressure hot water boilers destined for Johannesburg.

Signing an agreement at the offices of G. and J. Weir Ltd., Cathcart, Glasgow, on March 18, under which Czechoslovakia's major new power stations will be equipped with Weir-designed giant pumps. Left to right: Ramsay Spence, managing director, G. and J. Weir; Ladislav Vlacil, of Sigma-Lutin, Czechoslovakia; Vitezslav Bohac, of Polytechna, Czechoslovakia.

Breathmeters for Brazil

Cotswold Chemical Company Limited, manufacturers of the Alcolor breathmeter, have broken into the South American export market with an initial order for 40,000 breathmeters for Brazil. The £10,000 order brings the number of countries to which the firm's breathmeter is being exported up to 12. Inquries have also been received from another eight countries.

£130,000 orders for Hong Kong and Hungary

Mather & Platt Ltd., Manchester, has won two orders totalling £130,000 for textile finishing machinery – one from Hong Kong, and the other from Hungary.

£100,000 Spanish orders

Two orders totalling £55,000 have been awarded to Hugh Smith (Glasgow) Limited, a member of G.H.P. Group, by ASTNO Shipyard (Astilleros Talleres del Noroeste S.A.) of El Ferrol del Caudillo, Spain, for a 700 ton ship's frame bending machine and a 300 ton notching press for punching holes in ships frames. This brings the total value of business won by the firm in Spain so far this year to almost £100,000.

Transformers for Malaya

A £42,000 order for 44 distribution transformers has been placed with South Wales Switchgear Limited, of Blackwood, Monmouthshire, by the National Electricity Board of Malaya. South Wales Switchgear is a member of the Aberdare Holdings Group of companies.

Pumps for the Argentine

A £90,000 order has been won by the Pump Department of David Brown Gear Industries, Penistone, for heavy duty main pipeline pumps and speed increasing gear units from YPF, the Argentine State Oil Company. This is the first time that the company has obtained business for pumps from the Argentine.

Aluminium plant for Czechoslovakia

A £45,000 order for an Intal aluminium swarf drying plant has been received by Newell Dunford Engineering Limited from the Czechoslovakian foreign trade enterprise Skodaexport. This is the first Intal plant for installation in Eastern Europe.

The order from Czechoslovakia brings the total number of plants for Europe during the last 12 months to six, and a further six plants have been exported to the United States and Canada during the same period.

Telephone equipment for Hong Kong

Orders approaching £4 million in value for telephone switching equipment have been placed by The Hong Kong Telephone Co. Ltd. with a consortium of British manufacturers comprising The General Electric Co. Ltd., the leading contractor, Association Electrical Industries Ltd., The Austomatic Telephone and Electric Co. Ltd., a member of the Plessey Telecommunicatoins Group and Standard Telephones and Cables Ltd. These follow the signing of a purchasing agreement last year by Mr. C. A. Male, general manager of The Hong Kong Telephone Co. Ltd. and members of the consortium.

The orders include the supply of 147,000 lines of exchange switching equipment which will provide four new telephone exchanges at Communication House, Aberdeen, Foothills and Fanling, and extensions to 15 existing exchanges.

Licence agreement

Plessey (South Africa) Limited have recently signed a licence and technical aid agreement with Painton and Company Limited for the manufacture and sale in specified South African territories for Painton high stability carbon resistors. Plessey (South Africa) Limited have purchased a complete manufacturing plant including four continuous carbonizers, cappers, calibrators, spray booths and test bays, etc., the total value of this plant being in excess of £30,000. The agreement runs for 10 years with technical assistance being provided and a scale of royalties.

Farm machinery export record

Exports of British farm machinery reached an all-time record in 1968 – when £182 million worth of tractors, implements, parts and accessories were shipped overseas. This figure topped the previous record of £180 million set up in 1966 by £2 million and exceeded the 1967 figure by £23 million – or 14½ per cent.

Plastic cups for Switzerland

An order for millions of plastic-coated paper drinking cups made in Liverpool has been delivered in Basle, Switzerland, five days ahead of guaranteed delivery date. Two 20-ton trucks with trailers were loaded with the cups at the Fazakerley plant of Lily Cups and Containers (England) Ltd. and reached the Swiss customer exactly 36 hours later.

The order resulted from a trade fair sponsored and organized by Lily Cups in Zurich in conjunction with their Swiss wholesalers, Willy Waller, in October 1968.

£1½ million Argentine orders

Orders worth £1½ million from the oil and power generating industries of the Argentine have been received by Babcock & Wilcox (Operations) Ltd.

Batteries for United States rail cars

Alkaline Batteries of Redditch have received three orders from the United States to the value of $273,000, for nickel cadmium alkaline batteries for use on refrigerated railway cars.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations, proposed Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations, proposed Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

GENERAL

Regulation (CEE) No. 499/69 modifies **Regulation (CEE) No. 1041/67** concerning the methods of application for export refunds for products subject to a single price rule (*Journal Officiel* No. L69 dated March 20, 1969).

The *Journal Officiel des Communautés Européennes* No. C35 dated March 15, 1969, contains the draft texts of a number of proposed Regulations affecting various agricultural products, as follows:

1. Proposed Regulation relating to the co-ordination and consolidation of the import rules for fruit and vegetables applied by each member state with regard to third countries.

2. Proposed Regulation defining the exchange rules for certain goods resulting from the processing of agricultural products.

A list of the products affected by this proposed Regulation, which are mainly those covered by Regulation 160/66/CEE, will be published in a later edition of this *Journal.*

3/9. Proposed Regulations defining the conditions for applying safeguard measures in the cereals, rice, pigmeat, eggs, poultrymeat, fats and fruit and vegetable sectors. It should be noted that the text of the Proposed Regulations, when approved, may differ from the draft texts referred to above.

LIVE PLANTS AND PRODUCTS OF THE FLOWER-GROWING INDUSTRY

Decision No. 69/84/CEE relates to the forming of a consultative committee for live plants and products of the flower-growing industry (*Journal Officiel* No. L68 dated March 19, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 506/69 modifies **Regulation (CEE) No. 217/69** concerning the presentation of butter for auction (*Journal Officiel* No. L69 dated March 20, 1969).

Regulation (CEE) No. 523/69 further modifies **Regulation (CEE) No. 1108/68** concerning the packing of powdered skimmed milk offered to the Intervention Organizations (*Journal Officiel* No. L70 dated March 21, 1969).

CEREALS

The *Journal Officiel des Communautés Européennes* No. C36, dated March 18, 1969, contains the draft text of a proposed Regulation modifying **Regulation (CEE) No. 120/67,** concerning the common organization of markets for cereals, particularly as regards terms of the international arrangement on cereals. It should be noted that the text of this Regulation, when approved, may differ from the draft text referred to above,

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 497/69 relates to the sale of hind quarters of cattlemeat, coming from the Intervention Organization (*Journal Officiel* No. L67 dated March 19, 1969).

Decision No. 69/89/CEE relates to fixing in the cattlemeat sector, the minimum selling price for products to be auctioned as set out in **Regulation (CEE) No. 259/69** (*Journal Officiel* No. L68 dated March 19, 1969).

Regulation (CEE) No. 521/69 relates to a notice of auction for the disposal of frozen forequarters of cattlemeat held by the French Intervention Organization (*Journal Officiel* No. L70 dated March 21, 1969).

Regulation (CEE) No. 522/69 relates to a notice of auction for the disposal of frozen forequarters of cattlemeat held by the German Intervention organization (*Journal Officiel* No. L70 dated March 21, 1969). The *Journal Officiel des Communautés Européennes* No. C36 dated March 18, 1969 contains the draft text of a Proposed Regulation defining certain measures to encourage the regulation of the cattlemeat market. It should be noted that the text of this Regulation, when approved, may differ from the draft text referred to above.

Rules of competition

THE *Board of Trade Journal* dated November 29, 1968 (page 1502), contained an announcement about applications for clearance of trading and manufacturing agreements between Scott Paper Company and continental S.A. and between Scott Paper company and cartiere Burgo SpA. The *Journal Officiel des Communautés Européennes* No. C36 dated March 18, 1969, contains a communication inviting interested third parties to submit their observations to the community authorities at the address given in the *Board of Trade Journal* announcement within one month from March 18, 1969.

Classification, packing and labelling of dangerous substances

THE *Board of Trade Journal* dated December 27, 1968 (page 1757), contains a notice about a proposed directive to modify Directive No. 67/548/CEE concerning the harmonization of member states' laws covering the classification, packing and labelling of dangerous substances. This has now been approved and its text, Directive No. 69/81/CEE has been published in the *Journal Officiel des Communautés Européennes* No. L68 dated March 19, 1969. This will affect the section of Annex I to Directive 67/548/CEE which is concerned with oxygen. A translation of Directive 67/548/CEE appeared in the *Board of Trade Journal* dated September 8, 1967.

The French texts of these Directives may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common Customs Tariff of the EEC

THE TEXTS of the following Regulations and Decision and affecting the common customs tariff of the European Communities have been published in the *Journal Officiel des Communautés Européennes.*

Regulation (CEE) No. 495/69 relates to the classification of goods under Common Customs Tariff Heading Nos. 18.06 D II (c) (chocolate and chocolate goods including confectionary containing cocoa) and 21.07 F VII (food preparations not specified or included elsewhere) (*Journal Officiel* No. L67 dated March 19, 1969).

Regulation (CEE) No. 496/69 relates to the classification of goods under Common Customs Tariff Heading Nos. 21.07 F VIII and IX (food preparations not specified or included elsewhere) (*Journal Officiel* No. L67 dated March 19, 1969).

Decision No. 69/85/CEE authorises Germany to delay raising its national tariff to that of the Common Customs Tariff on the import of 21,000 tonnes of raw aluminium (*Journal Officiel* No. L68 dated March 19, 1969).

The French texts of the above Regulations and Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

DENMARK

Internal taxes

ON FEBRUARY 1 legislation became effective which revised the three Danish taxes (viz Turnover Tax, Raw Material Tax and Compensatory Tax) on chocolate and sugar confectionery and nuts.

The main points in the new legislation are as follows:

(i) *The Turnover Tax* is levied at Kr.6 per Kg net weight on chocolate and sugar confectionery and some biscuits, whether imported or manufactured in Denmark.

(ii) *The Raw Materials Tax* is levied on types of prepared and unprepared nuts at rates varying from Kr. 1.80 per Kg to Kr. 10.80 per Kg except when these goods are used for the production of chocolate and sugar confectionery which is subject to the Turnover Tax.

(iii) *The Compensatory Tax* is levied on certain imported goods which are not subject to the turnover or raw material taxes, but which contain ingredients taxable in accordance with the turnover or raw materials taxes. The tax is levied on the basis of the net weight of the ingredients. Where the ingredient is coconut the rate is Kr. 1.80 per Kg of taxable ingredient; for other ingredients the rate is Kr. 6.0 per Kg. of taxable ingredients.

Full details of the list of goods affected by these taxes, the rates of the Raw Materials Tax and copies of translations of the Danish law (No. 414 of December 18, 1968) are available from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459, 461).

SPAIN

Import regulations

Details of new Spanish import regulations were given in the *Board of Trade Journals* dated November 8, 1968, page 1261, and January 17, 1969, page 180. In the *State Gazette* of February 28 the Spanish authorities published complementary regulations. The full Spanish text may be seen at Export Services Branch, but a summary of the requirements is as follows:

Spare parts

Spare parts are liberalized irrespective of whether or not they are included in the list of liberalized products provided they originate in or come from any country with a liberalized trade regime. However, in the case of motor vehicle spares, unless expressly liberalized, kits for the manufacture of vehicles or large consignments, which might be used in the manufacture of motor vehicles are not liberalized.

Validity of import declarations and import licences

The validity period for licences for goods subject to 'compensatory duties' and which, normally, have a short life, will now be reckoned on the basis of working days only, i.e. excluding Sundays and fiestas.

Clearance of goods

The Spanish Customs will now admit liberalized or globalized goods if the country or countries of origin are the same as those which appear on the licences or import declarations and the country of supply is on Annex B of the Resolution of November 30, 1968.

Whisky licences

Whisky licences will not benefit from the automatic 90-day extension accorded to other licences for customs clearance purposes, and will have a validity period of 45 days.

Goods exhibited at fairs and exhibitions

Import licences for goods which have been exhibited at fairs or exhibitions will have a validity period of 10 days from the date of the closing of the event.

Trade regime at the time of clearance through customs

Goods covered by global quota licences may now be cleared by customs providing the tariff classification of the goods is 'liberalized' at the time of clearance even if the goods do not correspond to the tariff heading shown on the licence.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Tariff modification correction by Spanish authorities

IN THE *Board of Trade Journal* dated February 21, page 577, details were given of a modification to Spanish Tariff Heading 29.23B. The description should be amended to read: 'Amino compounds with phenol and naphthol function and their halogenated derivatives . . . '

The notice in the *Board of Trade Journal* dated March 14, concerning cold rolled sheet coils refers to Tariff Heading 73.13.8.2.d. as well as 73.13.B.2.c.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

FRANCE

Global quotas for imports

THE FRENCH *Journal Officiel* of March 13 announced the opening for the first half of 1969 of the following quotas for the import of goods from all countries outside the Franc Zone.

Applications for import licences on Form AC should be sent to the Direction Generale des Douanes et Droits Indirects (Division E), 8 rue de la Tour des Dames, Paris, 9e. Application forms must bear in the appropriate place the inscription 'Contingents globaux' – Avis du 13 Mars, 1969. No. de Code .....

Applications to import goods in the following lists, which when imported from Britain are the subject of negotiated bilateral quotas, should be made in accordance with the conditions set out in the appropriate notice and not within the framework of the present notice.

(*Continued on next page*)

FRANCE, *continued*

(A) Products to be imported by associations or similar organizations

Quota Code No.	Tariff No.	Product and importing association
770	48.01 A & E 1	Newsprint and paper for periodicals – Société Professionnelle des Papiers de Presse, 8 rue Yvon-Villarceau, Paris, 16e.

(B) Products to be imported under licences for which applications are examined as and when received

Quota Code No.	Tariff No.	Product
0261	02.01 ex B II d 1 (1)	Offal other than of domestic porcine and bovine species.
D A	Miscellaneous (2)	Various agricultural products with the exception of those imported under the minimum price arrangements.
226	27.11 ex B	Petroleum gases and other gaseous hydrocarbons in containers.
25	73.02 I J III, 78.01, 79.01, 81.03 ex A, 81.04 F I, I J I, M, N I, P I.	Ferro-alloys, metals and scrap of non-ferrous metals.
254	Ex 75.01	Electrolic nickel.
SMC	Miscellaneous (2)	Various products imported under the authority of the Services des métaux, minerais et matériaux de construction de la Direction des Mines.
31	Ex 73.01	Charcoal iron.
463	85.21 C, 85.21 ex E	Semiconductors and parts of semiconductors.
DME	Miscellaneous (2)	Various mechanical and electrical equipment.
47	Miscellaneous (2)	Various aeronautical equipment.
48	Ex 89.01 B, ex 89.02.	Seagoing vessels (including pleasure and sports boats) and tugs.
50	Ex 12.01	Hemp seed.
51	Miscellaneous (2)	Sundry raw materials and miscellaneous products for the chemical industry.
53	Miscellaneous (2)	Raw materials for antibiotics, cortisones and miscellaneous steroids.
535	Miscellaneous (2)	Other raw materials for pharmaceutical uses.
539	38.19 ex Q	Various culture and reactive media.
5398	38.08 ex A	Colophony.
54	Miscellaneous (2)	Miscellaneous parachemical products.
56	Miscellaneous (2)	Miscellaneous glass manufactures.
DIDT	Miscellaneous (2)	Various products under the authority of the Direction des Industries Diverses et des Textiles.

(1) Imports of the products listed under 02.01 are reserved for importers who have contract with FORMA.

(2) Importers must specify on their licences the customs tariff numbers of the goods. For quota DA they should refer to the notice of January 26, 1963, which laid down the rules to be followed in making import licence applications in respect of certain agricultural food products.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

TELEGRAPHIC ADVICE has been received from Cape Town of customs tariff changes introduced by the recent South African budget for 1969-70.

1. Customs duty on item 104.10.10 on beer of a specific gravity not exceeding 1040 degrees is reduced from 59 cents to 47.5 cents per gallon making a total of 92.5 cents per gallon payable. Excise duty is reduced from 61.5 cents to 47.5 cents per gallon.

2. Customs duty under item 104.10.30 on beer of a specific gravity exceeding 1050 degrees (stout) is increased from 59 cents to 69 cents per gallon making a total of 114 cents per gallon payable. Excise duty is increased from 84.5 cents to 94.5 cents per gallon.

An additional 1 cent per gallon on customs and excise duties for every degree over 1080 will be levied. Duties item 22.03 and the suspended duty remain unaltered.

The Budget also introduces a new sales tax leviable at rates of 5 per cent, 10 per cent and 20 per cent on a wide range of goods, but excluding basic foodstuffs, clothing, footwear, medicine, fuel, tobacco and liquor, which took immediate effect; it is payable at the point of import or manufacture. Pending the passage of legislation, a rebate of this duty will be allowed on goods supplied for certain purposes including supplies to state departments, public hospitals and temporary imports.

Further details will be published when available. Inquiries should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

trading with BRITAIN? or trading with FRANCE?

No matter which side of the Channel you wish to do business or whether your Company is French or British, our specialized knowledge and services are at your disposal.
In France the Managers of any of the Offices of our Parent Group—Banque Nationale de Paris—will be pleased to deal with your enquiries; whilst in Britain we provide a service which is unrivalled in its knowledge and experience of the requirements of two-way trade.

BRITISH & FRENCH BANK LIMITED

Subsidiary of BANQUE NATIONALE DE PARIS

8/13 King William Street, London, E.C.4. Telephone: 01-626 5678 and 5231

CEYLON

Import control

THE BOARD OF TRADE has received a copy of Ceylon Import Control Notice No. 6/69 which amends the Schedule to Open General Licence as given in Import Control Notices Nos. 22/68 and 3/69, published in the *Board of Trade Journal* of November 8, 1968 (pages 1264 to 1276) and February 14, 1969 (pages 489 to 492) respectively. The effect of this notice is to introduce the following amendments:

Colum I *Chapter*	Colum II *Heading*	Column III *Items that can be imported*
Delete		38.19 Refractory cements or mortars; fire cement; boiler cement and compositions; blacking for foundry (casting) purposes; lime soda; getters for electric lamp bulbs; hardeners; anti-rust products; anti-scaling compounds; anti-slip transmission belt preparations; non-agglomerated metallic carbides; carbon blocks, plates and bars; ceramic preparations for manufacture of artificial teeth; deodorants (excluding medicaments, disinfectants and preparations); hardening agents for glues; chemical ink removers in retail packing; dental plasters; stencil correctors in retail packings; stencil correcting varnishers in retail packings.
and Substitute	—	38.19 Refractory cements or mortars; fire cement; boiler cement and compositions; blacking for foundry (casting) purposes; lime soda; getters for electric lamp bulbs; hardeners; anti-rust products; anti-scaling compounds; anti-slip transmission belt preparations; non-agglomerated metallic carbides; carbon blocks; plates and bars; ceramic preparations for manufacture of artificial teeth; deodorants (excluding medicaments, disinfectants and preparations); hardening agents for glues; chemical ink removers in retail packing; dental plasters; stencil correctors in retail packing; stencil correcting varnishes in retail packing; gasket jointing compound.
2. *Delete*	—	39.07 Infants' soothers; tracing film.
and Substitute	—	39.07 Infants' soothers; tracing film; draught excluders (chanelling), washers and door handles, being parts for motor vehicles falling within heading Nos. 87.01, 87.02 and 87.03.
3. *Delete*	—	40.11 Pneumatic rubber tyres and inner tubes for motor vehicles (excluding two-ply tyres and tyres and tubes of the following sizes:
Size in Inches	*Accepted trade metric equivalent*	*Tyre Size Group*
(i) 5.20 in. x 13 in.	145 mm. x 13 in. or 145 mm. 330 mm.	5.20 in. x 13 in.
(ii) 5.20 in. x 14 in.	145 mm. x 14 in. or 145 mm. x 355 mm.	5.00 in./5.20 in. x 14 in.
(iii) 5.60 in. x 15 in.	155 mm. x 15 in.	5.00 in. x 5.25 in./5.60 in. x 15 in.
(iv) 7.50 in. x 20 in.	—	7.50 in. x 20 on.
(v) 9.00 in. x 20 in.	—	9.00 in. x 20 in.
and Substitute	—	40.11 Pneumatic rubber tyres and inner tubes for motor vehicles (excluding two-ply tyres, and tyres and tubes of the following sizes:
Size in inches	*Accepted trade metric equivalent*	*Tyre Size Group*
(i) 5.20 in. x 13 in.	145 mm. x 13 in. or 145 mm. x 330 mm.	5.20 in. x 13 in.
(ii) 5.20 in. x 14 in.	145 mm. x 14 in. or 145 mm. x 355 mm.	5.00 in./5.20 in. x 14 in.
(iii) 5.60 in. x 15 in.	155 mm. x 15 in. or 155 mm. x 380 mm.	5.00 in./5.25 in./5.60 in. x 15 in.
(iv) 7.50 in. x 20 in.	—	7.50 in. x 20 in.
(v) 8.25 in. x 20 in.	—	8.25 in. x 20 in.
(vi) 9.00 in. x 20 in.	—	9.00 in. x 20 in.
4. *Delete*	—	40.14 Air filled cot sheets; patches for repairing tyres and tubes; rubber washers for machinery and engines.
and Substitute	—	40.14 Air filled cot sheets; patches for repairing tyres and tubes; rubber washers for machinery and engines; draught excluders (chanelling) and weather strips for motor vehicles falling within heading Nos. 87.01, 87.02, 87.03 and 87.09.
5. *Include*	40.16 Articles of hardened rubber (ebonite and vulcanite)	40.16 Washers and bushes for motor vehicles falling within heading Nos. 87.01, 87.02, 87.03 and 87.09.
6. *Delete*	—	45.03 Gaskets.
and Substitute	—	45.03 Gaskets; washers for motor vehicles falling within heading Nos. 87.01, 87.02, 87.03 and 87.09.
7. *Delete*	—	45.04 Agglomerated cork sheets or strips, gaskets.
and Substitute	—	45.04 Agglomerated cork sheets or strips; gaskets; washers for motor vehicles falling within heading Nos. 87.01, 87.02, 87.03 and 87.09.
8. *Delete*	—	48.21 Blank clock cards and punch cards.
and Substitute	—	48.21 Blank clock cards and punch cards; washers for motor vehicles falling within heading Nos. 87.01, 87.02, 87.03 and 87.09.
9. *Include*	59.01 Wadding and articles of wadding; textile flock and dust and mill Nops	59.01 Draught excluders (chanelling) for motor vehicles falling within heading Nos. 87.01, 87.02 and 87.03.
10. *Delete*	—	59.02 Hair felt; roofing felt (including asphalted) rubberized felt.
and Substitute	—	59.02 Hair felt; roofing felt (including asphalted) rubberized felt; draught excluders (chanelling) for motor vehicles falling within heading Nos. 87.01, 87.02 and 87.03.
11. *Delete*	—	62.05 Silicate of cotton.
and Substitute	—	62.05 Silicate of cotton; draught excluders (chanelling) for motor vehicles falling within heading Nos. 87.01, 87.02 and 87.03.
12. *Include*	68.12 Articles of asbestos-cement, of cellulose fibre-cement or the like	68.12 Washers for motor vehicles falling within heading Nos. 87.01, 87.02, 87.03 and 87.09.
13. *Delete*	—	68.14 Clutch plate linings.
and Substitute	—	68.14 Clutch plate linings; washers for motor vehicles falling within heading Nos. 87.01, 87.02, 87.03 and 87.09; disc brake linings.
14. *Include*	70.09 Glass mirrors (including rear-view mirrors), unframed, framed or backed	70.09 Rear-view mirrors for motor vehicles falling within 87.01, 87.02, 87.03 and 87.09.
15. *Include*	70.14 Illuminating glassware, signalling glassware and optical elements of glass, not optically worked nor of optical glass	70.14 Reflectors and lenses (not of optical glass and not optically worked) for motor vehicles falling within heading Nos. 87.01, 87.02, 87.03 and 87.09.
16. *Delete*	—	73.32 Bolts and nuts (including bolt ends and screw studs) whether or not threaded or tapped and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter-pins, washers and spring washers, of iron or steel. All such parts should be parts, of items falling under headings 84.06, 84.07, 84.08, 84.09, 84.10, 84.11, 84.13, 84.14, 84.17, 84.18, 84.20, 84.21, 84.22, 84.23, 84.24, 84.25, 84.26, 84.27, 84.28, 84.29, 84.45, 84.47, 84.49, 84.50, 84.51, 84.52, 84.53, 84.54, 84.56, 84.63, 85.01, 85.05, 85.08, 85.09, 85.11, 85.12, 85.19, 87.01, 87.02 and 87.03.

(Continued on next page)

CEYLON, *continued*

Column I *Chapter*	Column II *Heading*	Column III *Items that can be imported*
and Substitute	—	73.32 Bolts and nuts (including bolt ends and screw studs) whether or not threaded or tapped and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter-pins, washers and spring washers, of iron or steel. All such parts should be parts of items falling under headings 84.06, 84.07, 84.08, 84.09, 84.10, 84.11, 84.13, 84.14, 84.17, 84.18, 84.20, 84.21, 84.22, 84.23, 84.24, 84.25, 84.26, 84.27, 84.28, 84.29, 84.45, 84.47, 84.49, 84.50, 84.51, 84.52, 84.53, 84.54, 84.56, 84.63, 85.01, 85.05, 85.08, 85.09, 85.11, 85.12, 85.19, 87.01, 87.02, 87.03 and 87.09.
17. *Delete*	—	74.15 Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of copper rivets, cotters, cotter-pins, washers and spring washers of copper. All such parts should be parts of items falling under headings 84.06, 84.07, 84.08, 84.09, 84.10, 84.11, 84.13, 84.14, 84.17, 84.18, 84.20, 84.21, 84.22, 84.23, 84.24, 84.25, 84.26, 84.27, 84.28, 84.29, 84.45, 84.47, 84.49, 84.50, 84.51, 84.52, 84.53, 84.54, 84.56, 84.63, 85.01, 85.05, 80.08, 85.09, 85.11, 85.12, 85.19, 87.01, 87.02 and 87.03.
and Substitute	—	74.15 Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of copper; rivets, cotters, cotter-pins, washers and spring washers of copper. All such parts should be part of items falling under headings 84.06, 84.07, 84.08, 84.09, 84.10, 84.11, 84.13, 84.14, 84.17, 84.18, 84.20, 84.21, 84.22, 84.23, 84.24, 84.25, 84.26, 84.27, 84.28, 84.29, 84.45, 84.47, 84.49, 84.50, 84.51, 84.52, 84.53, 84.54, 84.56, 84.63, 85.01, 85.05, 85.08, 85.09, 85.11, 85.12, 85.19, 87.01, 87.02, 87.03 and 87.09.
18. *Delete*	—	84.11 Air pumps, vacuum pumps and air or gas compressors (including motor and turbo-pumps and compressors and free-piston generators for gas turbines) (excluding cycle inflaters); fans, blowers and the like, and parts thereof, not elsewhere specified or included. (Driven fans rotating in free air cannot be imported under this item).
and Substitute	—	84.11 Air pumps, vacuum pumps and air or gas compressors (including motor and turbo-pumps and compressors and free-piston generators for gas turbines) (excluding cycle inflators); fans, blowers and the like, and parts thereof, not elsewhere specified or included (driven fans rotating in free air cannot be imported under this item); engine fans for motor vehicles falling within heading Nos. 87.01, 87.02 and 87.03.
19. *Delete*	—	84.22 Hydraulic jacks, winches, monkey grubbers, and parts thereof not elsewhere specified or included.
and Substitute	—	84.22 Jacks, winches, monkey grubbers, and part thereof not elsewhere specified or included.
20. *Include*	84.61 Taps, cocks, valves and similar appliances for pipes, boiler shells, tanks, vats and the like, including pressure reducing valves and thermostatically controlled valves.	84.61 Inner tube valves; radiator drainage taps for motor vehicles falling within heading Nos. 87.01, 87.02 and 87.03.
21. *Delete*	—	85.19 Earth leakage circuit breakers; electrical main switches of 15 amps. and over; trip switches, 230 volts (AC) efectrical fuses.
and Substitute	—	85.19 Earth leakage circuit breakers; electrical main switches of 16 amps. and over; trip switches, 230 volts (AC); electrical fuses; ignition switches and switch-board fuses complete with panels for vehicles falling within heading Nos. 87.01, 87.02, 87.03 and 87.09.
22. *Include*	85.23 Insulated (including enamelled or anodyzed) electric wire, cable, bars, strip and the like (including co-axial cable) whether or not fitted with connectors.	85.23 Electrical wire and cable cut to length, whether or not fitted with connectors at one or both ends, including wire and cable made up into assemblies for connecting sparking plugs to the distributor or for the lighting and ignition systems of vehicles falling within heading Nos. 87.01, 87.02, 87.03 and 87.09.

Correction of printing errors in Schedule published in Ceylon Government *Gazette Extraordinary* No. 14,836/5 of January 16, 1969, as given in Import Control Notice No. 3/69 are as follows:

1. In Column III of the Schedule, Item 40.09, *substitute* the words Hose-pipes for the word hosepipes.
2. In Column II of the Schedule, Item 74.15 *insert* , after the words Spring Washers.
3. In Column III of the Schedule, Item 83.07 (iii), *insert* ; after the words Batten Holders and after the words Socket Outlets and *substitute* the words Low Voltage Bell Pushes; (including semi-colon) for the words Low Voltage Bell Push.
4. In Column III of the Schedule, Item 84.10 (iii), *insert* , after the words for liquids.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone: ARTHINGTON 2121 • TELEX 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

MALAYSIA

Import control

THE MALAYSIAN GOVERNMENT GAZETTE dated March 13, 1969, publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 8) Order, 1969, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1968 by the addition of the following items:

Heading No.	Description of goods	Country
38.19 900	Catalysts containing iron oxide	All countries
71.14 000	Platinum and platinum alloy catalyst gauzes	All countries
73.40 200	Grinding media of forged steel balls	All countries
84.01	Steam and other vapour generating boilers (excluding central heating hot water boilers capable also of producing low pressure steam):	
100	Steam and other vapour generating boilers	All countries
900	Parts	All countries
84.14 000	Industrial and laboratory furnaces and ovens, non-electric	All countries
84.17	Machinery, plant and similar laboratory equipment, whether or not electrically heated, for the treatment of materials by a process involving a change of temperature such as heating, cooking, roasting, distilling, rectifying, sterilizing, pasteurizing, steaming, drying, evaporating, vapourizing, condensing or cooling, not being machinery or plant of a kind used for domestic purposes, instantaneous or storage water heaters, non-electrical:	
	Heating and cooling plant and machinery:	
110	Evaporators and condensers, non-domestic refrigerating equipment	All countries
190	Other	All countries
200	Distilling, rectifying and fractionating plant	All countries
300	Evaporating and drying plant	All countries
400	Roasting plant	All countries
500	Steaming plant	All countries
600	Sterilizing apparatus	All countries
710	Machinery for liquefying air	All countries
750	Special laboratory apparatus and equipment	All countries
800	Other machinery and plant	All countries
	Instantaneous or storage water heaters, non-electrical:	
810	of copper	All countries
890	of other base metals	All countries
	Parts:	
910	for sub-heading 84.17 810	All countries
920	for sub-heading 84.17 890	All countries
930	for sub-heading 84.17 110	All countries
999	other	All countries
84.18 100	Cream separators	All countries
84.19	Machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing, capsuling or labelling bottles, cans, boxes, bags or other containers; other packing or wrapping machinery; machines for aerating beverages:	
200	Machinery for aerating beverages	All countries
300	Machinery for cleaning or drying bottles or other containers	All countries
400	Packing or wrapping machinery	All countries
500	Other machinery	All countries
	Parts:	
990	for sub-heading 84.19 200, 84.19 300, 84.19 400 and 84.19 500	All countries
84.26	Dairy machinery (including milking machines):	
100	Milking machines	All countries
800	Other machinery	All countries
900	Parts	All countries
84.56	Machinery for sorting, screening, separating, washing, crushing, grinding or mixing earth, stone, ores or other mineral substances, in solid (including powder and paste) form; machinery for agglomerating, moulding or shaping solid mineral fuels, ceramic paste, unhardened cements, plastering materials or other mineral products in powder or paste form; machines for forming foundry moulds of sand:	
800	Other than concrete mixers	All countries
900	Parts, other than for concrete mixers	All countries
85.01 550	Electrical motors over 100 horsepower	All countries
920	Parts for electrical motors over 100 horsepower	All countries

This means that the goods mentioned are prohibited from import into the States of Malaya without an import licence.

Inquiries about this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

SINGAPORE

Import control

THE SINGAPORE *Governmetn Gazette* dated March 14, 1969, publishes the Prohibition of Imports (General Licence) (Amendment No. 2) Notification, 1969, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by the addition of the following article:

116 Hair spray.

Import and Export Notice No. 4 of 1969 states that this item is now subject to special import licensing. The notice also states that the quota for *creped paper in bulk rolls* for the period 1.4.69 to 30.9.69 will be continued at the present level of 100 per cent of 1967 imports and that licences will be issued up to 6/12 of the annual quota.

Inquiries about this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

AUSTRALIA

Tariff Board inquiry on generators

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of a/c generators not exceeding 120 KVA (tariff item 85.01.329).

This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
85.01.3	Alternating current generators; direct current or universal generators; rotary converters:		
85.01.310	Hand generators (ringing) for telephones	17½% Primage 10%	Free Primage 10%
85.01.32	Alternating current generators not falling within paragraph 85.01.31:		
85.01.321	Not exceeding 120 kVA	40%	27½%
85.01.329	Other	7½%	Free

This matter has been reported by the British High Commission at Canberra, which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than **April 23.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 953/69.

PERU

Continuation of import ban

HM EMBASSY in Lima reports that by Decree Law No. 17535 published on March 26 the Peruvian Government have extended to March 31, 1970, the ban on imports of certain non-essential goods which was established by Supreme Decree No. 202 of June 24, 1968. and which was originally due to expire on March 31 this year. A list of goods covered by the ban was published in the *Journal* of July 26, 1968 (page 296).

Any inquiries relating to this notice should be referred to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

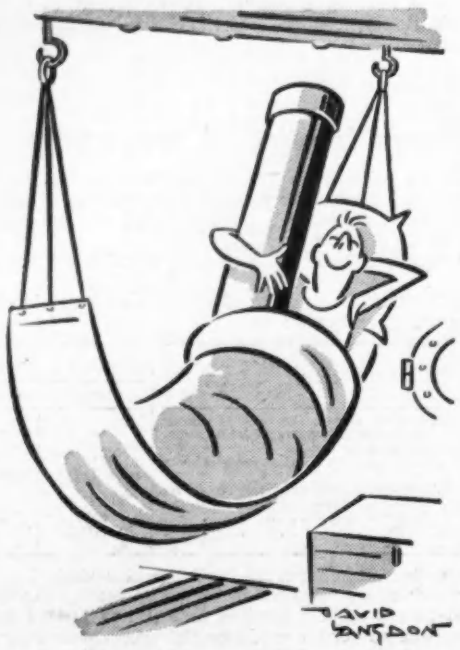
WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £5.

WHO'S WHO IN AMERICA

Volume 35. 1968-69. More than 62,000 biographies including 10,000 new listings. New format, 9 × 12 × 2¼, 2,300 pages. Living Americans of national reference interest. Price £14. 15s.

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details.

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel: REGent 6534/5 Telex 21206 PUBDISCO



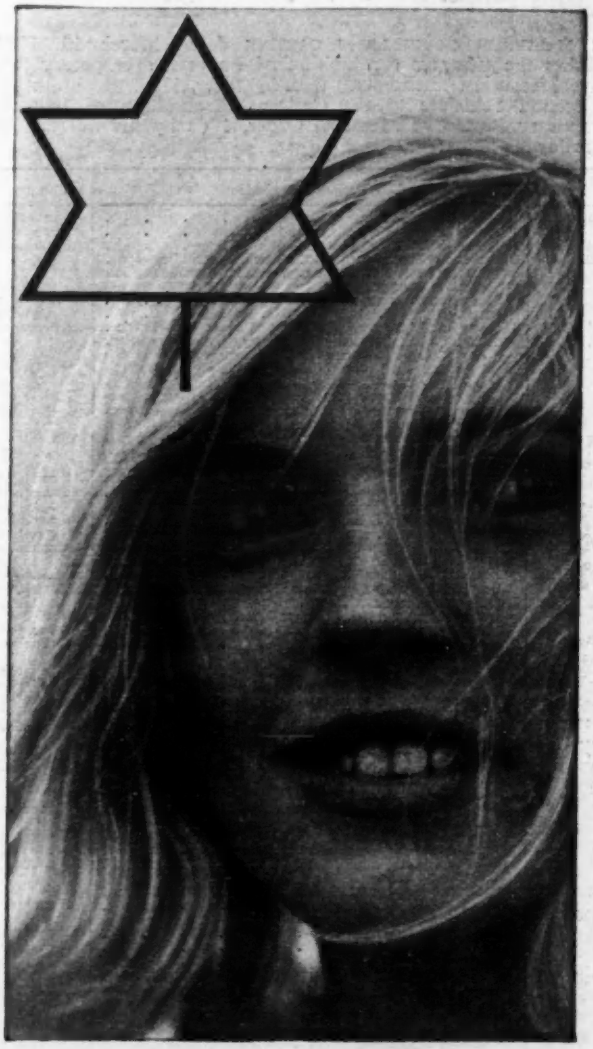
WE CARE
FOR YOUR CARGO

We have been shipowners for more than a century: we have a fast modern fleet of cargo liners serving WEST INDIES, GUYANA, SURINAM, VENEZUELA, COLOMBIA, MEXICO, GUATEMALA, BRITISH HONDURAS, U.S. GULF PORTS, and SOUTH and EAST AFRICA.

Harrison Line

THOS. & JAS. HARRISON LTD., MERSEY CHAMBERS, LIVERPOOL, 2, AND FOUNTAIN HOUSE, FENCHURCH STREET, LONDON, E.C.3.

A Saskatchewan Girl — photo by the National Film Board of Canada



She's a likely Canadian customer— let us tell you what she likes!

Understand Canadian buying habits and a profitable share of this growing market can be yours. Here in London, the Bank of Montreal can help you. Our experts can give you the up-to-date information you require on conditions and prospects anywhere in Canada. Your enquiries are warmly welcomed. Please quote key number BOT 2

Bank of Montreal
Canada's First Bank

Main London Office: 47 Threadneedle St. EC2, 01-588 1561
West End Office: 9 Waterloo Place, SW1, 01-930 3091

Import licensing restrictions and customs tariff amendments

HM EMBASSY in Caracas report the publication of Venezuelan Government resolutions introducing import licensing restrictions or increased duties on a number of items. Details are as follows:

Resolution 831 of March 5, 1969

Tariff No.	Description	Rate of duty Bolivares per kilo gross
812-04-01-1	Lampshades of cloth, paper, Bristol board, paper board, cellulose pulp, leather or imitation leather, skins or imitation skins, straw or imitation straw, plastic materials	75·00
812-04-01-2	Of ceramic materials	25·00
812-04-01-3	Of base metals:	
	(A) Plated with precious metals	25·00 + 10% *ad val.* f.o.b.
	(B) Other	15·00
812-04-01-4	Other, n.e.s.	75·00
812-04-01-5	Of unspecified materials	15·00
812-04-01-6 to 19	Deleted	
812-04-04-5	Parts of all kinds of materials for lamps (bases, arms, supports, ceiling fittings, support fittings for lampshades, framework for lampshades and lamps, etc.)	30·00

Explanatory note:

812-04-01-2 This item includes lampshades of earthenware, pottery and porcelain with or without parts of base metals or lampshades of base metals plated with gold, silver or platinum.

This Resolution comes into force 30 days after publication (i.e. April 6, 1969).

Resolution 832 of March 5, 1969

The following goods marked (1) will be subject to import licensing until May 6, 1969:

Tariff No.	Description
641-02-01	Writing and printing paper in rolls and in sheets, not cut to size, without lines made from chemical wood pulp, of up to 40 grams per square metre: (1)
641-02-01-1	Matt (1).
641-02-01-2	Glossed or glazed (1).
641-02-01-3	Embossed (1).
641-02-01-4	Other paper, n.e.s. (1).
641-02-02	Writing and printing paper in rolls and in sheets, not cut to size, without lines, made from chemical wood pulp, of more than 40 grams per square metre:
641-02-02-3	Embossed (1).
641-07-03	Carton and paperboard, waterproof, n.e.s. (1)
641-07-04	Paper and paperboard, treated with pitch, n.e.s. (1)
641-19-07	Paper, creped or crinkled and paper embossed or perforated, in rolls or sheets:
641-19-07-2	Paper, corrugated or grooved (1).
641-19-08	Paper, n.e.s., in rolls and sheets, not cut to size (1).
642-09-03-1	Towels, napkins and table covers, of paper (1).

Consignments sent by sea or parcel post and which are covered by consular invoices or despatch notes dated March 7 or earlier do not need a licence, nor do goods sent by air up to and including March 15.

As from May 6, 1969, the tariff position of the aforementioned items will be as follows:

Tariff No.	Description	Rate of duty Bolivares per kilo gross
641-02-00	Writing and printing paper, in rolls and in sheets, not cut to size, without lines, made from chemical wood pulp	1·20
641-02-01	Deleted	
641-02-01-1	Deleted	
641-02-01-2	Deleted	
641-02-01-3	Deleted	
641-02-01-4	Deleted	
641-02-02	Other paper, n.e.s. (31)	1·20
641-02-02-1	Deleted	
641-02-02-2	Deleted	
641-02-02-3	Deleted	
641-02-02-4	Deleted	
641-02-02-5	Deleted	
641-02-03	Deleted	
641-07-03	Carton and paperboard, waterproof, n.e.s.	0·70
641-07-04	Paper and paperboard, treated with pitch, n.e.s.	0·70
641-19-07-2	Paper, corrugated or grooved	1·20
641-19-08	Paper, n.e.s., in rolls and sheets, not cut to size	1·20
641-19-08-1	Paper of all types suitable for cigarette tips (imitation cork and the like)	1·20
641-19-08-9	Other	2·00
642-09-03	Towels, napkins, table covers and handkerchiefs, of paper	10·00
642-09-03-1	Deleted	
642-09-03-2	Deleted	

(31) Free of duty when intended for the printing of newspapers, magazines and books of a cultural nature, with prior authorization from the Ministry of Finance, in each case.

Express letters for Caracas

THE GPO announce that an express postal service for letters between the United Kingdom and Venezuela was introduced on April 1. The service is confined to the metropolitan area of Caracas.

Overseas post express letter service provides for delivery by special messenger from the office of delivery. The fee is 2s. in addition to normal postage. The service operates from Britain to about 100 countries.

About 90,000 overseas express letters were among the 178 million letters despatched abroad from this country during the past year.

URUGUAY

Exchange regulations

URUGUAYAN *Central Bank Circular* No. 122, of March 12, modified regulations governing the sale of foreign exchange for imports (see *Board of Trade Journal* of August 23, 1968, page 577) to allow exchange to be purchased at the time the import declaration is approved by the Bank of the Republic. But to obtain foreign exchange required for imports of books and magazines, importers' names must be recorded in a register maintained by the Bank of the Republic, and exchange will be made available against presentation of commercial invoices visaed by the association representing booksellers of the country of origin.

Circular 122 also authorizes increased allowances of foreign exchange for tourism and less stringent requirements for personal remittances.

Foreign exchange operations were taken over by the Central Bank from the Bank of the Republic on March 17.

Prior deposits

THE *Board of Trade Journal* of February 21 (page 588) published interim measures introduced by the Uruguayan Central Bank for

(*Continued on next page*)

Certificates of Origin

Export Invoices for all Commonwealth Countries
Also E.F.T.A. Certificates

Complete price list on request

For our unequalled return of post service—write, wire or phone
THE CHATSWORTH PRESS & PAPER CO., LTD.
39 Waterloo Road, London, N.W.2. *Tel:* 01-452 9861 (3 lines)

P&D
Overseas Newspapers and Periodicals

WE PUBLISH ANNUALLY a 2 vol. book listing direct rates and 3,000 overseas newspapers and periodicals, £5.

WHO'S WHO OF AMERICAN WOMEN

Volume 5. The first "Who's Who" confined to women outstanding by reason of their achievements. Over 22,000 listings. 1,200 pages. Price £11 10s.

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details.

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements should be addressed to **HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**
Replies to Box Numbers should be addressed to: **Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel: Simonswood 2157 (6 lines).

THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry - J. & F. Pool Ltd., Hayle, Cornwall. Tel: Hayle 3213. Telex 45286.

SCOTS WINE NOVELTY! The Smallest Bottle of Wine in the World? In a Matchbox in Fact! Home/Overseas inquiries welcome. Cumbrae Supply Co., Paisley, Scotland.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

URUGUAY, *continued*

exemption from prior deposits.

Further interim measures introduced by the Central Bank provide for exemption from prior deposits to be granted on imports of up to 200 per cent of the quotas established for the quarter ending December 31, 1968 (see the *Board of Trade Journal* of November 22, 1968, page 1445).

UNITED STATES

Motor vehicle safety standards

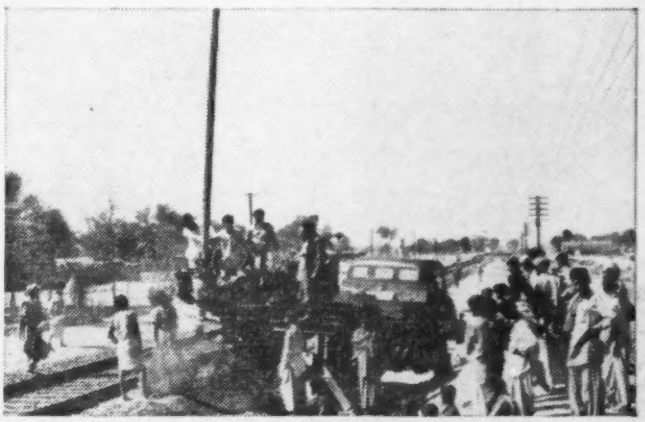
THE *Board of Trade Journal* of October 27, 1967, gave advance notice of a proposal of the United States Federal Highway Administration for a new motor vehicle safety standard relating to rear underside protection for trailers and trucks, with gross vehicle weight rating over 10,000 lbs.

The Federal Highway Administration has now published details of the proposed new standard and has invited all interested persons to submit their comments and views on the proposal, particularly with regard to the cost of compliance.

Comments, which should be submitted in 10 copies and which should identify the docket and notice number (Notice 2, Docket 1-11), should reach the Federal Highway Administration, Docket Section, Room 512, 400 Sixth Street S.W., Washington D.C. 20591, not later than June 2, 1969.

The proposed effective date for the new standard is January 1, 1971.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).



Part of the work for the electrification of Pakistan Western Railway being undertaken by BIC Construction Co. Ltd., as a member of the British Consortium engaged in the £7.5 million contract for the Khanewal – Lahore electrification.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow airport (Q)	31 Jan. 1969
Trade by air (6-M)	28 Mar. 1969
Balance of payments (Q)	20 Dec. 1968
Bankruptcy orders (Q)	31 Jan. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
By industry (Q)	This week
Distributive and service trades (A)	7 Mar. 1969
Electronic capital equipment deliveries, research and development (Q)	7 Feb. 1969
Industry's investment intentions (3 times a year)	24 Jan. 1969
Wholesale trades (A)	16 Aug. 1968
Catering trades turnover (M)	14 Mar. 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisitions and mergers (Q)	14 Mar. 1969
Income and finance (Q)	28 Feb. 1969
New companies registered:	
Gt. Britain (M)	28 Mar. 1969
N. Ireland (M)	28 Mar. 1969
Computers:	
UK computer market (Q)	7 Feb. 1969
Construction work overseas (A)	31 Oct. 1968
Credit:	
Instalment credit business (M)	7 Mar. 1969
International trade credit (A)	16 Aug. 1968
Electronic industry:	
Electronic capital component deliveries, research and development (Q)	7 Feb. 1969
Engineering and electrical goods:	
Deliveries of cert. in products (Q)	3 Jan. 1969
Production, exports and orders (M)	28 Mar. 1969
ECGD business (Q)	22 Nov. 1968
Film industry:	
British Film Fund Agency returns (M)	7 Mar. 1969
Cinema admissions and takings (M)	14 Mar. 1969
Film rentals charged to exhibitors (A)	3 May 1968
Overseas payments and earnings (A)	6 Dec. 1968
Registrations of films (A)	24 Jan. 1969
Trends in film going (A)	9 Aug. 1968
Food:	
Consumption levels (A)	14 Feb. 1969
Household consumption (Q)	10 Jan. 1969
Footwear industry orders and deliveries (M)	14 Mar. 1969
Foreign trade:	
Commonwealth trade (A)	7 July 1968
EFTA trade (Q)	14 June 1968
Trends in export of manufactures (A)	6 Sept. 1968
World trade and production (Q)	14 Feb. 1969
Foreign trade of the UK:	
Direct exports (A)	16 Aug. 1968
Unit value and volume index nos. (M)	14 Mar. 1969
Values of overseas trade (M)	21 Mar. 1969
Value of overseas trade: analysis of trends (Q)	21 Feb. 1969
Gold and convertible currency reserves (M)	14 Mar. 1969
Hairdressing trades turnover (M)	14 Mar. 1969
Hire purchase:	
Assets and liabilities of HP companies (Q)	14 Feb. 1969
Business (M)	This week
Industrial building provisional figures (Q)	31 Jan. 1969
Industrial development certificates refused (A)	23 Aug. 1968
Industrial production:	
Index nos. (M)	This week
Index nos. (M)	28 Mar. 1969
N. Ireland index (M)	28 Mar. 1969
Insurance companies:	
Assets (A)	16 Aug. 1968
Transactions (Q)	10 Jan. 1969
Investment and earnings overseas (A)	19 July 1968
Laundries and dry cleaners turnover (M)	14 Mar. 1969
Machine tools, deliveries and orders (M)	28 Mar. 1969
Man-made fibres:	
Analysis of production (A)	This week
Analysis of production (Q)	This week
Deliveries (Q)	8 Nov. 1968
Production (M)	21 Mar. 1969
Motor industry:	
Car and commercial vehicle production (M)	7 Mar. 1969
Motor trades turnover (M)	21 Mar. 1969
Office development permits (Q)	14 Feb. 1969
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	12 July 1968
Transactions (Q)	14 Mar. 1969
Retail prices index (M)	28 Mar. 1969
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	28 Mar. 1969
Royalty transactions (A)	23 Aug. 1968
Shipping:	
Movement at UK ports (M)	14 Mar. 1969
Nationality of vessels in UK sea-borne trade (A)	27 Dec. 1968
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Manufacturers', wholesalers' and distributors' (Q)	7 Mar. 1969
Retail (M)	This week
Wholesale trades (A)	16 Aug. 1968
Television:	
Overseas payments and earnings (A)	3 May 1968
Textiles:	
Clothing and textile orders and deliveries (M)	28 Mar. 1969
Cotton production (M)	28 Mar. 1969
Wholesale houses sales (M)	14 Mar. 1969
Wool exports (Q)	22 Nov. 1968
Wool output (M)	28 Mar. 1969
Tourism:	
International tourism (A)	3 Jan. 1969
UK tourist traffic (A)	7 Feb. 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	14 Mar. 1969

Board of Trade Departments, etc.

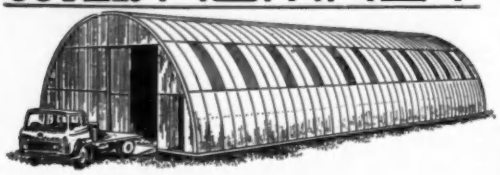
Subject	*Last published*
Board of Trade addresses	28 Feb. 1969
Board of Trade regional organization	28 Mar. 1969
British and Commonwealth chambers of commerce and other British business organization overseas	10 Nov. 1968
British commercial representatives overseas	14 Mar. 1969
Customs notices of interest to exporters	21 Feb. 1969
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	10 Jan. 1969
Half-yearly index – July-Dec. 1968	7 Feb. 1969
Official Receivers' offices	21 June 1968
Programme of trade promotions	7 Mar. 1969

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 720365 3

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

LOW COST BIG COVER SUPER ROMNEY



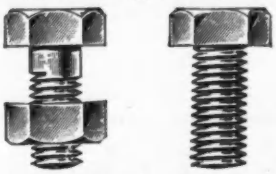
BRAND NEW ALL STEEL BUILDINGS

35ft. span. 17ft. 6in. high to centre. Any length in multiples of 8ft. Large sliding doors 13ft. high x 10ft. 8in. wide. Separate access doors. As supplied to Contractors, Port Authorities, Government Departments, etc.

Also Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.

NAYLORS (BILSTON) LTD
204 Wolverhampton Street
Bilston Staffs
Phone Bilston 41689 42448

Bolts and nuts, screws rivets studs studding, washers
All sizes and types in any material.

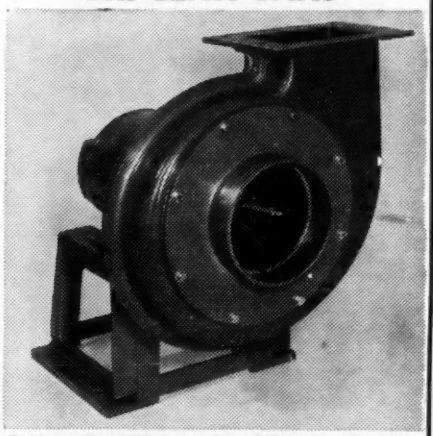


Abis & Co (Birmingham) Ltd.
Dennis Road Sparkbrook
Birmingham 12
Telephone: South 1781 (6 lines)
Trunk Dial 021 449 3781

Variety metal workers in all types of metals to $\frac{3}{8}$" thick. 10' brake presses and guillotines. Rolling capacity to $\frac{3}{8}$" plate.
Cabinets and guards, trunking and tank work.
Fully equipped engineering division, turning to 4' dia., milling capstan and presswork.
Hydraulic spinning to 4' dia. in $\frac{3}{16}$" stainless, hand spinning to 6' dia. x 14g.

A. Richards (Metal Workers) **Ltd.**
West Ferry Road, London, E.14
Telephone: East 5911 (5 lines)

BRI-GLASS FANS



LOW AND MEDIUM PRESSURE CENTRIFUGAL FANS ESPECIALLY DESIGNED FOR THE EXTRACTION OF CORROSIVE FUMES WHICH HAVE NO CONTACT WITH FERROUS OR NON-FERROUS METALS.

A Moulded Construction throughout from Resin Bonded Glass Fibres with Solid Cast Epoxy Resin Impellers.

The British Fan & Electric Co. Ltd., 728 London Road, High Wycombe, Bucks, Great Britain.
Tel. High Wycombe 22061. Grams British Fan, Wycombe

General sheet metal workers, metal polishers to the trade

Cutting capacity 10' × $\frac{1}{4}$"
Brake Press 10' × $\frac{1}{8}$"

Leslie T. Clark
(Stainless Steel Fabrications) Ltd.
Fresh Wharf, Highbridge Road
Barking, Essex
Telephone: RIPpleway 5666-7-8
Member of the Stainless Steel Fabricators' Association.

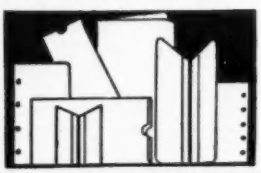
Circular saw blades
Circular saw blades for wood cutting and plastics.

E. W. Kendall & Co. Ltd.
212-214 *Ravenscroft Road,*
Beckenham, Kent.
Telephone. 01-778 3957/4353

Springs one off or long runs, for every requirement

Tension; Compression; Square Section; Round Section;
Specials to meet individual needs;
Flat Springs too;
Also makers of Wire formed articles; Pressings and Stampings; toolmaking. DGI & MOA approved

Rickton Springs Ltd.
Onslow Mills, Trout Road, Yiewsley
West Drayton, Middlesex.
Phone· West Drayton 2332-2352



PVC Wallets and Containers

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

MEMBER CC
A.B.SAMPSON LTD

PEMBROKE ROAD, NEWBURY, BERKS. TEL: 3719

SHEET METALWORKERS and WELDING ENGINEERS

Enquiries welcomed on all types of cabinets, fuse boxes, vitreous flue pipes and bends, electronic metalwork etc.

ring Bells
for
machine tools and sheet metalworking machinery
Price List sent on request
Tel: 637398
Cable 'Ringbells' Leeds 4
H. BELL Machine Tools **LTD.**
Walter Street Leeds 4 England

Electric motor maker drives exports up by one-third.

Winding-up is good business for this efficient Huddersfield company. Its electric motor exports run into millions every year and increased by one-third in 1967, says general export manager Kenneth A. (above right).

Interviewer: Your motors are general workhorses for industry?

Kenneth A: That's so, they're the prime movers for most machinery. We go from fractional h.p. motors up to big 650 h.p. jobs.

Do you find competition fierce overseas?

Kenneth A: Tough, yes, especially from the U.S. and German manufacturers, and Japan is coming up fast. But we are very concentrated producers of a specialised range of electrical products. A lot of our machinery is semi-automated, and this efficiency keeps us competitive.

What's your marketing set-up?

Kenneth A: We have agents in **76** countries, and our own subsidiary selling companies in three major markets—U.S.A., Canada and Germany. These subsidiaries give us a good edge, because technical service is so important in our field. We get orders because our people overseas sweat over getting drawings to customers and make that much extra effort.

Is all your overseas business covered by ECGD?

Kenneth A: Our business through agents has been covered since 1960, and we've recently added the subsidiaries. This was primarily to take advantage of ECGD Bank Guarantees. On a figure of £1 million, say, we could save £10,000 because the Guarantee enables us to borrow at Bank Rate.

Your exports have grown impressively since you first came to ECGD. Any connection there?

Kenneth A: Financial security became more important after the first postwar export boom ended. Immediately after 1945 we were selling in the traditional Commonwealth markets, usually with companies we knew very well. But that all ended in the fifties, and we had to move into much less familiar markets. We soon felt the cold, and had to have ECGD cover if we were to expand.

You've certainly expanded in North America. Do you find ECGD's New York office useful?

Kenneth A: It's a help, the ECGD man there having underwriting powers up to certain figures. We find this speeds things up a lot.

Your exports were a record last year. What now?

Kenneth A: We were up by a third last year. Now we're consolidating for the next surge forward.

The world is a big market. Your company can prosper through increased exports. ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks. Advice and co-operation from ECGD can help spark off and sustain your export expansion. Contact your local ECGD Manager.

CITY OF LONDON: ROYAL 3491	CARDIFF: 29857
LONDON WEST END: GERRARD 2292	CRAWLEY: 23444
NORTH LONDON: MONARCH 4581	EDINBURGH: CALEDONIAN 3004
SOUTH LONDON: HOP 5011	GLASGOW: CENTRAL 3060
BEDFORD: 58798	LEEDS: 30092
BELFAST: 29428	LIVERPOOL: CENTRAL 5756
BIRMINGHAM: EDGBASTON 4375	MANCHESTER: CENTRAL 8861
BRADFORD: 25147	NEWCASTLE-UPON-TYNE: 914214
BRISTOL: 22102	NOTTINGHAM: 46585
	READING: 40677
	SHEFFIELD: 29151

Head Office: BARRINGTON HOUSE, 59-67 GRESHAM STREET LONDON EC2. TELEPHONE: MONARCH 6659

Export with an easy mind

ECGD

EXPORT CREDITS GUARANTEE DEPARTMENT

THREE BOARD OF TRADE HANDBOOKS give over 200 pages of export information. They are: No. 1, *Services for British Exporters;* No. 2 *ECGD Credit Insurance and Financial Support Services;* No. 3, *Organisation for Export Marketing*. For as many free copies as you require for day-to-day use by your export staff, write now to Information Division, UK Publicity Section A (E3), Board of Trade, 1 Victoria St., London, SW1

CRC 89